



Library
of the
University of Toronto

25255
CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, JANUARY 4, 1896.

No. 1.



MAGNOLIA METAL

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt Street, NEW YORK.

STILL AHEAD WITH

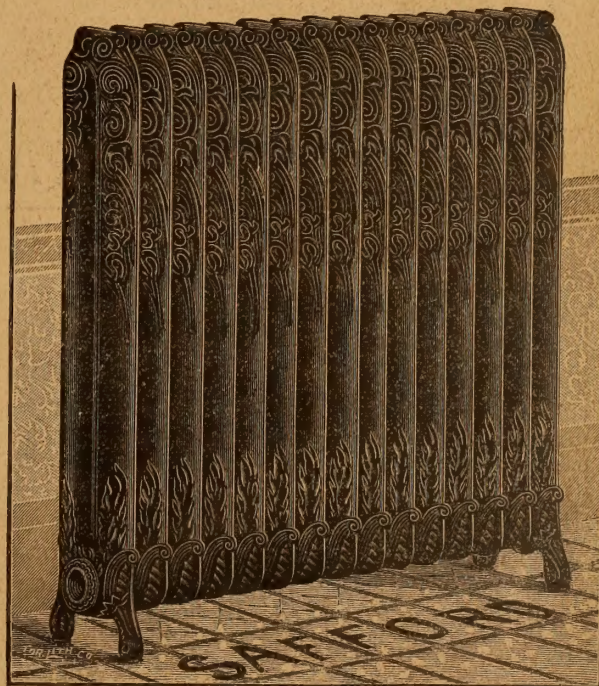
"Safford" Patent Radiators

FOR HOT WATER AND
STEAM

HEATING

USED BY THE
GOVERNMENTS OF
EVERY EUROPEAN
COUNTRY.

Positively no other heater made to compare with
the "SAFFORD." Handsomely ornamented.
Never leak. Made only by



The Toronto Radiator Mfg. Co.

Largest Radiator Manufacturers
Under the British Flag.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . . .

Fine Builders' Hardware

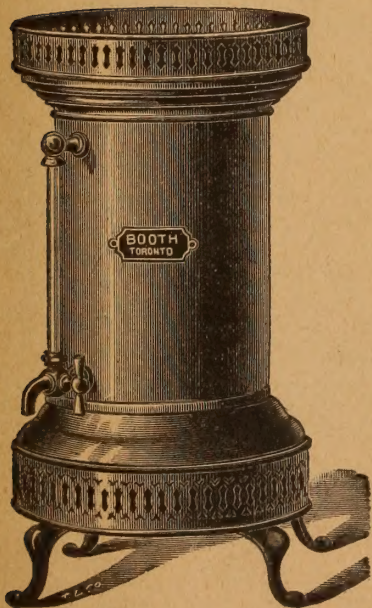


Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

HOT WATER URNS



Prices lower
than ever.

Send for
Catalogue.

The Booth Copper Co.

TORONTO, ONT.

You WANT OUR _____

*Factory
Milk Can
Trimmings*



THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 4, 1896

No. 1

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - 146 St. James St.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

HORSESHOES AND HORSE NAILS.

Now that the associations are having their annual meetings, I would, through your paper, respectfully call the attention of the Horseshoe and Horse Nail Associations to the fact that in the respective lines they manufacture we are gradually being crowded to the wall, owing to the association allowing firms to come to our town and sell to blacksmiths horseshoes and horse nails at the same price I have to pay to the wholesale houses from whom I make my purchases. I think it is only necessary to call the attention of this matter to the members of the respective associations in order to have the anomaly remedied.

THE above has been received from a hardwareman who signs himself "One of Canada's 10,000 Retailers."

It is not the first time HARDWARE AND METAL has heard complaints similar to those above cited. For a long time complaints have been common regarding sales to the consumers in other lines as well as horseshoes and horse nails.

Some men have got on the jobbing list who should never have been there, for their trade was with the consumer and not with the dealer. And under the quantity basis which governs the sale of horseshoes and horse nails there is trouble also.

With so many interests conflicting, the associations no doubt hardly know what is best to do, for their own peace of mind if for no other purpose.

In principle the quantity basis is all right: at any rate, it is judged by the commercial maxim that the man who is the largest buyer should be able to obtain the greatest concessions as to price. But even this principle sometimes produces anomalous conditions when a certain point has been reached. And that condition has been reached when the advantages are extended to people to

whom it is questionable they should be extended or to people who make a whip-handle of these advantages to unsettle trade.

As our correspondent points out, under the quantity basis now in vogue injury is being wrought to the legitimate wholesaler and to the retailer. Some so-called jobbers, through the rebate they obtain, are enabled to go direct to the consumer and sell him horseshoes and horse nails at the same price at which the wholesaler supplies the retailer. Obviously, under such conditions as these injury is wrought to both the wholesale and the retail trade.

The members of the associations in question may not see a way of removing the difficulty without running into one of a still more aggravated character, but the matter is of sufficient importance to demand their attention.

MONTREAL BUSINESS MEN DID IT.

THE defeat of the Government candidate in Montreal Centre is the most significant rebuff this or any other Dominion Cabinet has received for many years. The school question may have been a factor; the tariff may have influenced some votes.

But the great factor which contributed to the defeat of the Government was the revolt of the business men of the city against an unbusiness-like and senile Cabinet.

The merchants of Montreal have been Conservative and are still Conservative, but the present Cabinet has proved so inimical to the business interests of Montreal in particular, and to those of the country in general, that, from a sense of self-preservation, they were compelled to vote against the party with which they had hitherto been hand in glove.

In every commercial centre in the Dominion there is a feeling of contempt of the most pronounced type against the present Cabinet. Men who are merchants by profession, and Conservatives in political sympathy, are humiliated because of the poor Cabinet material that is both bringing the country into bad odor and dragging the party to destruction. And, like those who

were never anything else, they are out of sympathy with the party.

In Montreal, this peculiarity is probably more pronounced than in any other city. And naturally so, for there, in its action towards the business men, the incapacity of the Cabinet has been revealed in its essence.

For nearly three years the por—the most important in the country—has been without a collector. And all the satisfaction the business men of the city could get, through memorials sent by the Board of Trade, was that the position would be "filled as soon as possible." Representations by deputations headed by such men as Mr. Laporte, O. Laporte, Martin & Cie., regarding measures for the better carrying out of the French Treaty, have been treated with silent contempt, while letters regarding departmental matters have either been unanswered or only answered after an unreasonable time had elapsed. Then, among other things, there have been petty, annoying, and iniquitous Customs regulations to stir up the antipathy of the business men and transform them into enemies of the Administration.

The fact of the matter is the Cabinet lacks the common sense of the business man, the keenness of the politician, and even the natural quality of self-preservation. And under such conditions it is only natural that, from a sense of self-preservation, the business men of Montreal should desire to give it its quietus, or, at least, see it remodelled on a more businesslike and common-sense basis. That the Montreal merchants essayed to do this is evident from an analysis of the recent vote.

Centre Ward is the business ward of the city. In this ward, in 1891, the Liberals polled 234 votes and the Conservatives 357. In last week's contest the figures were 449 and 394 respectively. In other words, the Government's majority of 123 in 1891 was turned into a minority of 92 on the 24th ult. And the influence of the business men was not confined to the Centre Ward. But in the wards where they and their employees resided the same factors, adverse to the Government candidate, were at work.

HARDWARE AND METAL is not concerned as to whether the Cabinet at Ottawa be composed of Liberals or Conservatives, but

it is concerned a great deal as to whether that Cabinet be composed of statesmen, and men of experience and ability who have shown themselves capable of successfully managing their own business, instead of ward politicians of less than the average ability who have failed at everything they have undertaken, and have failed signally in the management of the departments over which they have presided.

It is more than eighteen months since we became firmly convinced that the present Cabinet took no interest in the affairs of the business men. We saw that the only way to bring them to a sense of their duty was persistent action and the united efforts of the Boards of Trade. Week after week since then we have hammered away at the subject. We have brought up grievance after grievance. Our articles have been republished in the daily and weekly newspapers all over Canada. There has thus been a continuous fire. In consequence, the Government issued orders to the departments that in future no Government advertisements were to be inserted in this paper.

We have done our best to arouse the business men. The result in Montreal shows that our efforts have been successful. The result in Jacques Cartier County, adjoining Montreal, in which there is a large business vote, is a further proof; a Liberal replacing a Conservative in that constituency this week.

The present conditions seem to be similar to what they were in the Mackenzie Government. The business men then asked Sir Richard Cartwright for a measure of protection. That gentleman told them in effect that he was running the country, and advised them to go home and mind their business. He had a big head. So have most members of the present Government. What the business men would like to see is a Government composed of the best men from both parties—that Government would carry the country.

WHAT WILL MANUFACTURERS DO?

THE annual meetings of the Iron Manufacturers' Association opened in Toronto yesterday (Friday), but up to the time of writing nothing had transpired worthy of publication. The meetings will be continued next week.

What the result of these gatherings will be is yet to be determined. Naturally there is more or less speculation. No one appears to be expecting any advance in prices, but it is sometimes the unexpected that occurs. Although the Canadian manufacturers did not mark their figures up to anything the same extent as did those in the United States, yet, in view of the situation in the latter country at the moment, decreases in price appear to be more reasonable than advances.

The situation in the United States during the last week or so has not improved. The

war scare, in fact, has made matters rather worse. According to our exchanges the pig iron industry in the Central West is reaching an acute stage, large consumers endeavoring to cancel engagements made some months ago. Some of those who were building their hopes regarding prices on the strength of ore and coke are, it is said, showing signs of weakening confidence. What the figures will be for ore for the present year has not yet been given out, although it is claimed they have been fixed. The supposition is that the carrying rate will be about 35c. per ton more than last season, and \$4 to \$4.20 are relatively the minimum and maximum figures that are talked of for ore that at the opening of 1895 sold at \$2.90. Bessemer pig, however, continues to decline; and the Merchant Bar Iron Association, at a meeting in Chicago, have reduced the price of common iron bars 15 cents. There was, it appears, a great deal of opposition to the reduction, but the majority decided to make the change to meet competition outside the association. A slightly better demand is reported from Pittsburg for cut nails on account of the manufacturers having agreed to guarantee prices against decline in January. In barbed wire the feeling is still more or less unsettled. Flat head iron and flat head brass screws are lower in the States, the discount having been reduced $2\frac{1}{2}$ per cent.

SIGNIFICATION OF THE HAMILTON SMELTING WORKS.

THE starting of the new smelting works in Hamilton on Monday was of more than ordinary significance. It meant the giving to Ontario of something it did not possess—a blast furnace.

The assumption has been made that all great nations are great iron producers. And the assumption is not without reason, especially if the application is applied to the leading nations of to-day.

Canada worthily essays to figure among the great nations of the world. A concomitant of this ambition is the desire to stand prominent also as an iron-producing nation. And not without reason: Nature has richly endowed us with the material upon which to build the superstructure.

But rich as we are in raw material, poor indeed, outside Nova Scotia and Quebec, have we been in the matter of iron industries. Ontario, the leading province in many respects, has relatively been the poorest in this particular. And as the extent and variety of the mineral resources of the province are great her position was humiliating.

The counties of Leeds, Lanark, Renfrew, Frontenac, Addington, Hastings, Peterboro, the districts of Nipissing and Algoma East, and other portions of Eastern and Central Algoma, are rich in deposits of magnetic and hematite ores. But in spite of this fact there has been a retrogression in-

stead of a development of the iron resources of the province during the past fifteen or twenty years, while, until the Hamilton Smelting Works began operation, not for many long years has a blast furnace sent up its smoke within its boundaries.

Attempts have been made, however. Away back in the first year of the present century a furnace was established in Leeds county, but it, like others which followed in different parts of the province, were doomed to failure.

The methods, however, were so crude that it was not till 1822 that anything approaching a well-defined attempt to build up an iron industry in Ontario was made, when Joseph Van Norman started a blast furnace in the county of Norfolk for the smelting of bog ores. But although Mr. Van Norman "kept pegging away" for some thirty years or more between Norfolk and Marmora township, to which latter place he moved in 1847, failure met his efforts, as it did others who followed him. By the building of roads Mr. Van Norman managed to get his pig iron from his Marmora furnace to Cobourg, where it sold readily for a time at \$30 to \$35 per ton. But his market and his industry were killed when the St. Lawrence canal system was opened and pig iron from the outside could be laid down at Cobourg and Belleville at \$16 per ton.

Had the province's shipments of ore grown there would have been some consolation for the failures to establish blast furnaces; but they have not. Twenty years ago (1875) Ontario exported to the United States 32,126 tons of iron ore, valued at \$73,250. In 1885 the quantity had dropped to 52,532 tons, but the value had jumped to \$127,542. In 1886 the quantity and value respectively were 7,330 and \$22,140; 1887, 18,907 and \$61,320; in 1888, 13,534 and \$39,590, while in 1894 the exports of iron ore from the province had declined to 618 tons, while for the whole Dominion they only aggregated 1,859 tons. As practically every ton exported went to the United States the reasons for the falling off in the shipments of ore are obvious.

While the past has been so dark in regard to the development of the iron industries of Ontario, and unsatisfactory generally as far as the Dominion is concerned, the future is promising, and far more so than it has been before in the history of both the province and the country.

There are now eight blast furnaces in the country—four in Nova Scotia, three in Quebec and the one just started in Hamilton. And the last named, as far as bounty is concerned, possesses an advantage over any of the others, for Ontario is the only province which supplements the Dominion bonus of \$2 per ton. The Legislature of Ontario, it will be remembered, passed an Act in 1894 appropriating the sum of \$125,000, to be known as the Iron Mining Fund, out of which a bounty of \$1 per ton was to

be paid for every ton of pig iron produced in the province, but the amount so paid was not to exceed \$25,000 in any one year.

Although the home market is necessarily limited, there is yet much room for the expansion of the output of our own blast furnaces. In 1894, the year of our heaviest production, the output of pig iron in Canada was 62,522, while our total consumption of pig iron and other raw material was 137,797 tons. It is evident from these figures that we have at least a margin of 50 per cent. to work upon before our output of pig iron will overtake our requirements. But then it must not be forgotten that Canada, like all other civilized countries, is every year increasing her consumption of iron and steel, of which pig iron is the raw material.

THE RATE ON "DROP" LETTERS.

A FEW days ago a man was arraigned before a Montreal magistrate and fined for delivering letters in that city.

This is quite in accordance with the Postal Act of the country. Clause 34 of that Act declares that the "Postmaster-General shall have sole and exclusive privileges of conveying, receiving, collecting, sending and delivering letters within Canada." And the same clause further declares that any one "conveying, delivering," etc., letters unlawfully "shall for each and every letter so unlawfully conveyed or undertaken incur a penalty not exceeding \$20."

The same clause also cites certain conditions under which letters can be carried or delivered by private persons, viz.: letters by private friends; letters sent by messenger on purposes concerning the private affairs of the sender or receiver; commission writs; letters addressed to places out of Canada and sent by sea and by private vessel; letters brought into Canada and immediately posted at the nearest post office. But it is specifically laid down that no person shall "collect any such excepted letters for the purpose of sending or conveying them."

Briefly, then, while the law permits a firm sending its clerk out to deliver its private letters, it prohibits a firm from establishing itself as an agency for collecting, conveying or delivering letters.

With the law itself **HARDWARE AND METAL** has no exception to take. It is perfectly right that the Postmaster-General should monopolize the work of collecting and delivering letters. In fact we do not think we would look with disfavor upon a proposition for the Postal Department to monopolize the delivery of newspapers as well as letters.

The only point where we take issue with the Postal Department is in regard to the manner in which it takes advantage of its power of monopoly to unnecessarily tax the business men of the country.

We refer particularly to the postage on "drop" letters—letters for local delivery.

When it is found necessary to increase the burdens of the people, it is usually the business men of the country that are selected to bear the heavy end. And the Dominion Government is not alone in this respect; the Provincial Governments are quite able to do this same thing. The recent business tax in Montreal demonstrates that.

When, some six or seven years ago, the Postal Department undertook to raise more revenue, it was decided to increase the rate for the delivery of local letters by 100 per cent., and the registration rate by 150 per cent. There is no gainsaying that the burden of this fell largely upon the mercantile men. And the fact that since these increases were made the Boards of Trade in different parts of the Dominion have repeatedly, though ineffectually, urged upon the Department the necessity of lightening these burdens, still further exemplifies it.

The reason assigned for increasing the rate on the drop letters was that the Department could not afford to deliver them for two cents, and for increasing the rate 150 per cent. on registered letters, greater efficiency was promised. As for any improvement that has been made, we fail to see where it has materialized. We know from the Postal Department's own report that in 1894 there were 222 cases of abstraction from, or total loss of, registered letters, against 149 the previous year—an increase of 73.

True, the Postal Department does not pay its way. Last year the deficit was \$707,920, against \$647,690 in 1893 and \$663,375 in 1892.

But deficits are not, as a rule, turned into surpluses by an inordinate tax upon the revenue producers in a free country. And notwithstanding the commercial growth of the last ten years, there has been a diminution in the number of registered letters, there being nearly a quarter million less in 1894 than in 1885, while just about the time the extra rate was put on, the number which passed through the mails was nearly half a million more than in 1894. Last year the registered letters carried through the mails averaged 60 per head of population, against 64 in 1893.

The sum and substance of the whole matter is not that the Postal Department is insufficiently paid for the letters it carries: the cause of the trouble is that the Department is not run close enough to business principles. The Postmaster-General's report of last year shows that no less than 4,925,500 letters were carried free, or about five out of every one hundred letters delivered. Then thousands of dollars are annually lost through the abuse of the newspaper delivery system. Every year untold numbers of papers that are advertising fakes of the worst kind have free use of the

mails in direct contradistinction of the regulations of the department.

But where the greatest saving would be realized would undoubtedly be in the running expenses of the department. At present the expenditure is 88c. per head of population, against a revenue of 74c. per head. The franking or free delivery system should be done away with altogether except in so far as it relates to mail matter purely belonging to the Department. The other departments in the governmental system should pay postage, and postage should be charged on letters particularly sent out by, or received by, members of Parliament. Then, there are those in the service of the Department whose heaviest work is the drawing of their salaries. They should be dispensed with.

Put a practical business man with force of character at the head of the department, and we should soon have cheaper local and registered letter rates without in the slightest degree crippling the revenue. At any rate, when private individuals are willing to deliver "drop" letters fifty per cent. below the rate now obtaining, the Department ought to be able to do so. If it cannot, it should surrender the monopoly it now enjoys, for it has no right to a monopoly that unnecessarily burdens business.

SUPPORT MR. WEISMILLER.

Commercial travelers who have been up in Huron County say that there is every probability that D. Weismiller, the Conservative candidate, will be returned to the House of Commons in the election to be held there shortly.

It is to be hoped he will be successful. He will take his place in a Parliament that is decidedly weak in business representatives.

From what we all saw of him at the conference of merchants and manufacturers held in Hamilton a few years ago, he will undoubtedly be a valuable acquisition to the House.

It is to be hoped that the business men of West Huron will cast aside politics and use their best efforts to elect Mr. Weismiller.

He has been an occasional contributor to these columns, and his views on questions affecting the trade—the retail trade especially—have always been sound, and consequently have been well received by business men in every part of Canada, who will be delighted to know of his probable success.

THE MONTREAL COLLECTORSHIP

The Government has at last filled the long vacant collectorship of Montreal, Mr. R. S. White being appointed to the position on the last day of the old year.

Mr. White has managed with credit the newspaper of which he is at the head, and it is quite reasonable to suppose that he will make an acceptable collector of Customs.

DROPS FROM THE EDITOR'S PEN.

An "ad" is an admirable trade winner.

Murmuring and merchandise in the store are incompatible.

Merchants who would succeed to-day must watch and pry.

Stick-to-it-tiveness is a better quality than genius to wager upon.

Merchants who refuse to give credit do not as a rule lose credit.

To ensure its being read an advertisement must be bright and newsy.

What use for a cash register has a merchant who does a credit trade?

Some match makers are not marriage makers, nor are all Eddy-fying.

Within the reach of every sane man are the elements essential to success in business.

He who professes to sell his goods below cost is either lying or preparing to cheat his creditors.

It is natural that the pedlar should push the merchant and the law officer aside: He is used to pushing—a cart.

Opinions changed frequently denote instability; advertisements changed frequently denote practicability.

Malice is a boomerang, for it injures the malicious infinitely more than it does those against whom it is levied.

An association is an instrument for dissociating fogginess, spleen, jealousy, and other evils from business men.

A good resolution to make at this, the opening of the New Year, is never to be without your trade paper.

A b'ack sheep or a white sheep would the Creator have made you had he intended that you should follow where others led.

Keeness in business men is much to be desired, but sharpness in manner toward customers is much to be deplored.

Eschew those things which your business has not digested well during the past year, and feast on those which have proved nutritious.

A successful business man may have been your father, but it does not follow that you should religiously tread in his footsteps. Although they led him to Success they may

lead you to Destruction. Times and methods have changed since your father was a merchant.

A thorn in the side to work much injury to trade, instead of a sword of protection thereto, appears to be the Customs tariff of the United States.

Unsoldered and caused to fall apart has the fire of jealousy many business men's associations, while others it has prevented from being soldered.

A fallacious and fatal idea is it to fancy that people like to be "fooled" by merchants. They may be by circus men, but by business men never.

Merchants are there, who, while they would not lie themselves, have no qualms of conscience about making their advertisements messengers of falsehoods.

If when merchants for some unexplained reason lose customers they would go out and search diligently for the cause thereof it would be possible to keep others from straying through the same hole in the business fence.

As to whether the proposed United States tariff changes are in the line of progress or of retrogression depends altogether upon the vantage ground from which they are viewed.

As thick as leaves in Ambrosia were good resolutions on New Year's day, but as sparse as prairie grass after a fire will they be after the whirlwind of temptation has stirred them up.

Few business men would be eating leeks to-day had they partaken of a little reflection before they performed the act that subsequently necessitated their swallowing Wales national emblem.

He who is a member of an association is a spoke in the wheel of that association, and every time he absents himself from a meeting, by so much is the efficiency of the organization impaired.

The nearest approach to war which the United States is likely to be the scene of in this year of grace will be when President Cleveland and Congress cross swords over the amendments to the tariff.

The store window is a mouth to the merchant through which he can sing the praises of his wares, and an eye to the public through which it can see the character of the goods heaped upon the shelves and counters inside.

THE MOST VALUABLE METALS.

We commonly think of gold as the most valuable of metals, because it is the most precious of the metals that are produced in sufficient quantity to be in common use, says Kuhlows. There are, however, several rare metals that are of much more value than gold. Gallium, for example, is quoted at \$3,000 an ounce avoirdupois. Traces of it occur in some zinc ores, tons of which must be worked over in order to obtain a trifling amount. Gallium is a very remarkable substance. At an ordinary summer temperature of 86 deg. F., it becomes like liquid mercury. The latter becomes solid at 39 deg. below zero. Most costly of all metals, save only gallium, is germanium, which is quoted at \$1,125 per ounce. Rhodium is worth \$112.50 per ounce; ruthenium, \$90 per ounce; osmium, \$26 per ounce, and palladium, \$24 per ounce. The last is about equal in value to gold. These metals are of no great commercial importance. Most of them are mere curiosities of the laboratory, having been discovered originally by accident, incidental to the analysis of ores. It has been suggested that some of them might be coined, but the supply of them is too uncertain. That was the difficulty with platinum, which the Russian Government minted in the first half of the present century. Iridium is utilized to some extent for making instruments of delicacy which must have the property of not corroding. It is obtained from "iridosmin," a natural alloy of iridium, rhodium, platinum and ruthenium. This extraordinary mixture of rare metals is white.

SIZE OF SAMPLES.

A correspondent of a discerning turn of mind sends Metal Worker the following suggestions for the dealers who wish to benefit by the imagination of their customers:

Our idea of the size of an article is obtained by comparing the object with objects of whose size we are familiar. Thus, when the full moon is near the horizon we can compare it with other objects, and it appears larger than when high in the sky. If the hardware dealer puts an unusually large knife in the showcase with others the other knives will appear smaller by comparison. On the contrary, if very small knives are put with those of ordinary size they will appear larger by comparison. If stoves of various sizes are set in a row anyone looking at them will form an idea of their relative dimensions. By placing a smaller stove in the row the other stoves will appear larger by comparison. Take a sample stove, for instance. By placing a larger stove by the side of the sample it will appear smaller. If we place a smaller stove by the side of the sample then it will appear larger. If a dealer wishes a line of stoves to appear to the best advantage it might be a good scheme to procure a smaller stove to place with the rest, so as to make them appear larger.

MARINE METAPHORS.

THE sailor and his calling have furnished many of the descriptive words and phrases of every-day life, and the novelist and the preacher are continually going to Old Ocean for illustrations and other material, says Merchants' Review. The writer, therefore, will perhaps be excused if he uses a few nautical metaphors to describe some of the dangers that threaten beginners in business who are starting out with small capital and less experience, and that threaten established dealers, too, when they have grown careless and over-confident.

The newly-established business may appropriately be likened to a ship, the stock of merchandise to the cargo, the clerks to the crew, and the proprietor to the captain or skipper.

The vessel, then, starts on her voyage to the port of Good Fortune, freighted with the entire wealth of her captain and owner, and with all his hopes and aspirations. The ship is barely out of sight of land when she encounters a severe gale, which sharply tests the seamanship of the commander and crew and the staunchness of the fabric which is bearing them from port to port. This vessel pitches and rolls, straining her masts and seams, and it is imperative that sail should be taken in at once, though this may not be done without danger to the crew or loss of one or more of the sails. This may be accepted as a not inapt description, in nautical language, of the condition of a young retail grocer and his business, after a few months' trading and when his capital has been reduced by too easy credits, and the wholesaler begins to press for his just dues. If every hour of the day and night is filled with anxiety for the ship-captain while the crisis lasts, so also does the young dealer pass sleepless nights, and until he becomes hardened and willing to let the creditors "do the walking," spends a very anxious time during such spells of ill-fortune.

If the ship, as we will call the business, is staunch and well-found, and the skipper or retailer is skilful, vigilant, persevering and sober, the craft usually manages to survive the mauling she receives, and finally makes her port all right, to the great profit of the dealer.

But when a hurricane blows, out of a clear sky, just as some business panics come unheralded, or almost so, the most experienced, vigilant and ingenious mariner is liable to be caught unready, and the vessel, or business, to founder with all on board, in the company of hundreds of other ill-fated craft.

The pirate of marine life has his prototype in the dead beat, the hated enemy of all merchants; the reckless ship-captains who sail at full speed at night without warning signals, stand for the merchants who, without benefit to themselves but to the danger of others, rashly "cut" all the profit out of

TWO KINDS OF PAINT



The Sherwin-Williams and others. The first the kind that Paints Most, Wears Longest, Looks Best; the other the kind that don't.

There is no secret, no patent, about The Sherwin-Williams Paint. They are very plain and simple—but **good**. They cost quite a little more than other paints because every particle of the material in them is good. In most paints there is some good and some bad material. Everything that is in The Sherwin-Williams Paint costs money. There is nothing in them that we get for nothing—no water for instance. That is why they can't be sold as low as other paints here.

WALTER H. COTTINGHAM & CO.

MANUFACTURERS

... MONTREAL

prices; the knavish skippers who scuttle their vessels to get the insurance, are they not paralleled by the merchants who commit arson or swindle their creditors by means of bogus bills of sale, "crooked" assignments, etc.? Is there any real difference in importance between a leak at sea and a leak in the store? Are not manly courage, prudence, sagacity and energy needed to successfully conduct a business as well as to safely guide a fine vessel across the trackless ocean?

Thanks to the intelligence of young Americans, mutiny is a difficulty with which the average merchant is seldom bothered; usually his little crew work hard during long hours and for wages not at all extravagant, and though the vessel may possibly be undermanned the work will, nevertheless, be well done.

Now, if the crew are loyal and the ship is well-provisioned and tight, what is to hinder the voyage being prosperous, if no unusual tempests, otherwise panics, meet the vessel in her course? Nothing, probably, unless the commander lacks the requisite qualities for a successful career or has not acquired the practical experience. Lack of experience is the principal cause of the failure of the younger class of merchants, and this want can be supplied during a subordinate career, if the would-be employer will use his opportunities.

AN ENGINEERING FEAT.

The exigencies of railway traffic at the present day demand the utmost expedition in the performance of work involving the obstruction of the permanent way, and now and then occasions arise which tax the engineers entrusted with the work almost to the limits of their capacities. But it is gratifying to observe the alacrity with which engineers take advantage of such opportunities for distinguishing themselves, and it is no less pleasing, if more astonishing, to note the comparative ease with which, after all, they surmount the difficulties with which they are confronted.

The latest instance of the kind took place the other day, according to Ironmonger, when an old timber and cast-iron bridge which carried the Great Eastern Railway over the river Ouse at Ely was removed bodily and replaced by a substantial metallic structure supported on brick abutments. In order to accomplish this within a minimum of time the engineers constructed the new bridge, complete in every respect, including the lines of permanent way, on temporary staging on one side of the line parallel with, but clear of, the existing bridge. The ends of the main girders were supported on small trolleys, and each of these worked on a rail placed on longitudinal timber on the top of the temporary staging. At a convenient opportunity, when the lines were clear, the old bridge was broken up and cleared away, and the new one, by means of ropes and winches, was drawn into position. The entire operation lasted about eleven hours, and involved rather less than four hours' interruption of traffic.

WORLD'S PRODUCTION OF TIN.

THE total output of tin, says the Report of the U. S. Geological Survey, has continued progressive during 1894, as in the last ten years, in spite of the heavy shrinkage in price. The highest London price was £74 per ton, and the lowest was touched in December, i.e., £60 17s. 6d., with a tendency to lower prices in the early part of 1895.

The increase of product is again due mainly to the increase of the Straits shipments, where the ruling low exchange of about 2s. 2d. for the silver dollar against the former higher exchange (3s. 6d. in 1889) practically acts to the tin producer as a reduction in the price of labor and of nearly all the supplies which enter into the cost of producing a ton of alluvial tin, and of the labor and many of the supplies for producing the lode tin. The output of lode tin in the Straits is as yet insignificant, relatively speaking, so that we may consider the cost of production of Straits tin reduced about 40 per cent. from that of five years ago on account of the drop in silver, to say nothing of the cheapening of methods of washing and cheapened transportation inland. The output of the Straits has nearly doubled in the last eight years. The Malay Peninsula is, therefore, in one of the best positions to stand the break in prices of tin, though the Cornwall margins of profit have been large. In both instances individual mines may suffer and do suffer, like Wheal Agar and Carn Brea, with a 10s. call, and Tincroft, with a loss of £420 during the November quarter of 1894 and others in Cornwall. But even with the ruling average price for black tin for the last quarter, varying with different mines from £42 1s. 5d. to £42 17s. 7d., good mines like the West Kitty mine and others continue dividend paying. If Cornwall survived the low price of black tin of 1879 (£30 2s. 6d.) the 1894 price (£38 to £38 12s. 6d.) is not likely to destroy the British industry if the percentage of ore remains stationary; but it may and must stimulate the making of improvements and the cutting down of expenses to overcome the richer yield of other countries, and it certainly curtails the profits. The present low price of tin, though primarily caused by the large production and lately by a diminished consumption, is influenced also by the action of speculators.

A question of importance is the permanence of the rapidly-producing mines, the alluvials. Though there are signs of weakening production in important districts of the Straits, in the states of Perak, Larut, Kuala-Kangsar, and Selama, there are other districts which have not reached their zenith, like Kinta and Batang-Padang.

Salangore is far from worked out, and is being opened rapidly.

Sungie-Ujong is capable of continued production, and the Siamese native states and

Burmah are capable of increased production.

It would seem, therefore, that we are approaching the average maximum production of the Straits and Penang shipments, but that unless adverse circumstances arise, a material decline in the producing capacity of these countries cannot be looked for in the immediate future. Australia's production steadily decreased during the 10 years preceding 1894, when an increase of 245 tons was recorded. Billiton's production seems to have reached its maximum in 1891-92, while Banca's average output for the last five years has shown an increase. Singkep became an independent source of supply, with 261 tons in 1894, instead of shipping to the Dutch Islands, as formerly; and since tin exists in other islands of the Malayan Archipelago, it is likely that the world's production of tin will not materially decrease for some years to come, especially if the production of Bolivia continues to increase in proportion to its supposed resources and aided by the depreciation of silver.

In the United States nothing was done in the way of adding to the tin product in 1893. There has been paper mining as well as wrangling among owners, but no serious mining work has been done; yet the general public opinion that payable tin ore does not exist in the United States must not be accepted as final settlement of the question, though the ore be not now available.

BUSINESS TRANSFER IN LISTOWEL.

Bonnett & Bowyer, who for the past ten years have conducted a stove and tinware business on Main street in Listowel, have disposed of their business to Mr. Robert Brooks, formerly of the restaurant, and Mr. Thomas Alexander, one of their former employes, and who has been of late working at his trade in New Hamburg. The firm who are now selling, says a local paper, have been successful in business; they are active, intelligent, pushing men, and they have built up a good trade and made considerable money. The reason for selling is a desire for a rest and change. Mr. Bowyer has not of late been enjoying rugged health, and he finds that the unavoidable strain in lifting in connection with such a business is very injurious, and for that reason came to the decision to sell out. The new firm are experienced men. Mr. Brooks has for years been in the stove and tinware business, the last time at Atwood, where he was well known and did a good business. He has been a resident of Listowel for over three years, and is very favorably known to the public. Mr. Alexander is a strictly first-class mechanic and will have charge of that branch of the business. The new firm will command a fair share of business, and **HARDWARE AND METAL** hopes that a year's rest will fully restore Mr. Bowyer to his general health. The transfer took effect on New Year's.

THE MIND RULES THE WORLD.

THE number of inventions that are being announced, and the numerous patents that are being issued daily, should be a lesson to old as well as young to be on the alert, on the move with eyes always open and ears ever receptive to catch an idea that, by saving time or by easily and adequately supplying the wants of man, may become an article of value to the world, says New Ideas. Edison, the greatest name in practical electricity, whose inventions have made him or will make him one of the wealthiest and most widely known men in the world, says: "Never look at the clock while at work." He has often sat in his darkened laboratory while working on one of his brain creations, probably the phonograph or kinetoscope, while his whole mental being, that wonderful something to which the body is but a shell, was so absorbed, so concentrated on the one subject, that he was utterly oblivious to the passing of time, and after many hours of such application he has come back again to the world, as it were, and found that he had been sitting from early morning until far into the night without having gone outside his door. As it has been with the father of the kinetoscope, so it has been with other great inventors. Everything must give way to the mind. Mind rules the world, and he who through sheer laziness or carelessness gradually loses the power to concentrate his mind, must not expect to retain a forward position in the procession of life, but must resign himself to one of those levels which separates man from the machine. So many persons who have work to perform go about it in a slipshod, half-hearted way, more like a horse or an automaton, than a human being; conscious of the fact that they have to put in their time doing something, say from eight o'clock in the morning until six o'clock at night, they measure work done not by results, but by ticks of the clock. No matter how humble a man's occupation be; no matter how much drudgery he be subjected to, no matter how much there be of a tiresome sameness in his work, still if he keeps his mental machinery well oiled and always in working trim there is ever a chance for him to strike upon an idea, simple at first, but which upon materialization and application may prove a boon to his fellow-men, and also may yield a fortune to himself. It is true there are some inventions that have been stumbled upon by mere chance, but the great majority have been made by those who have had their brains in working order, and who have not permitted themselves to become walled in from the world of progress by allowing their brains to become deadened from carelessness and non-application.

Max. Wolfe, at London, has been fined \$20 for an infringement of the Transient Traders' Act, he having opened up in the Forest City for the purpose of doing a fur trade during the holiday season.

Every article bearing this
trade mark fully warranted



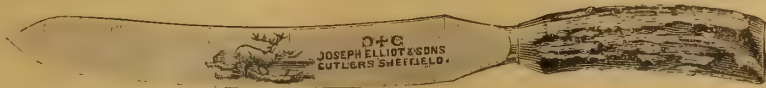
Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

KOOTENAY PETROLEUM DEPOSITS.

ONE of the various resources of East Kootenay waiting for development, says a correspondent of a contemporary in that district, is the petroleum found in the Flathead Valley in the south-eastern portion of this district. This is a section of country but little known, and which is separated from the remainder of the district by a high range of mountains. The natural outlet of the valley is down the Flathead River into Montana, and the nearest railroad is the Great Northern. Some years ago attention was called to the section through the finding of crude oil in the possession of some Stony Indians, who annually hunted in this valley, and they were induced to show some miners where they obtained the oil, which they (the Indians) were in the habit of using as a medicine for complaints of all kinds. The surface indications are good, and two different qualities of oil have been obtained. On Kishneena Creek, a short distance north of

the international boundary line, a black oil, similar to the Pennsylvania and Ohio oils, is found. But, on Sage Creek, some eight miles north, there is found an oil that is nearly pure, of a light yellow color, which will burn in a lamp as it comes from the ground. Close by, there is natural gas escaping from the bedrock, which burns freely on ignition. Some of this oil sent to the Geological Museum at Ottawa, caused considerable excitement and comment, and was pronounced a fraud on account of its purity. Dr. Selwyn, the head of the Department, made a special trip to the valley, and was surprised to find the oil genuine, and also that this oil was found in the Cambrian formation, which was something unknown, as all the oil fields hitherto discovered have been in the Trenton limestone. Directly due east of Sage Creek, and on the eastern slope of the main ridge of the Rocky Mountains, in Alberta Territory, there are plenty of surface indications of crude oil. And the finding of these indications over such a large

area, and in the same formation, would go to show that there is a large oil field awaiting capital to develop it.

A NEW INDUSTRY.

Mr. W. Munn, writes the Newfoundland correspondent of The Montreal Gazette, has been actively engaged this year in the manufacture of refined cod liver oil, and has succeeded in producing a splendid article, which competes successfully with the Norwegian oil. He employs the freezing process, which separates the stearine, and produces an article rich in medicinal properties, and much more palatable than the ordinary oil. Mr. Munn has rented large premises in St. John's, with the view of carrying on the business on an extended scale next year. Naturally, our oil is richer and finer than that of Norway, and, when manufactured on the improved plan, it will surpass the Norwegian article.

"Dead Shot Powder"

This well-known powder is becoming more popular every day, as it is easily superior to the best English powder in pattern, penetration and cleanliness.

WILL NOT CAKE ON THE BARRELS.

Canadian Agents

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

DRUMMERS IN ANNUAL SESSION.

THE twenty-second annual general meeting of the Commercial Travelers' Association was held in the Auditorium, Toronto, on Friday, the 27th ult., President R. H. Gray occupying the chair. The attendance was large. Mr. J. J. Allworth was elected recording secretary.

The annual report and statement of the Board of Directors was read by Secretary Sargent. The report stated that the permanent reserve fund now amounted to over \$250,000. On November 30th the total membership amounted to 3,923, being an increase on last year of 159. The mortuary payments during the year had amounted to \$30,390. As there had been no fatal casualties during the year, the payments under the accident bonus by-law were for minor claims only, and aggregated \$1,671.50. The maximum mortuary benefit for 1896 has been continued at \$1,200. The premium to members is continued at the rate of \$12 per annum for a \$5,000 policy.

The cash abstract showed the receipts during the year to have been \$63,065.02, of which \$16,590.76 had been invested in debentures and a balance of \$6,817.18 was in the Dominion Bank. There had been \$32,061.50 paid in benefits and bonuses, and the remainder had gone for current expenses.

The profit and loss account showed as follows: Receipts—Certificates, \$39,318; interest, \$8,778.11; interest accrued, \$144.90; rentals, \$3,510; additional accident insurance, \$2,049.25; total, \$53,800.26. Disbursements—General expenses, \$2,741.37; office expenses, \$3,726.65; building expenses, \$1,940.01; rent, \$1,500; mortuary benefits, \$30,390; accident bonuses, \$1,671.50; furniture, \$51.85.

The president, in moving the adoption of the report, took an opportunity to deliver his annual address. He congratulated the association on the fact that its reserve fund had passed the desired quarter-million mark, notwithstanding the large mortuary claims of the past year. He animadverted upon the question of the additional accident policy of \$5,000, and ventured the opinion that the Board had not received due credit from the membership in its efforts in regard thereto.

"I have heard," he continued, "remarks by some of our members that under our regulations a man has to die to win, and they would like something done for the living but unfortunate member who has become disabled and incapacitated from following his occupation. This is of course a reasonable thought, but, as you must all admit, you now get unusually good value for the small fee of \$10, paid very generally by the merchant employer, and as no provision exists in our by-laws for the diversion of any part of the mortuary fund, and as by the advice of our actuary it would be most unwise to so

divert it, if we could, there is nothing for it but to pay for such a scheme, if you wish one put in operation. At our last annual meeting a committee was appointed to inquire into this matter. Several meetings have been held during the year, and a crude plan of procedure has been laid out, which is in your hands. We cannot tell how it will work, nor can our actuary advise us, but we feel satisfied if a start is once made by 500 members, subscribing \$5 each, that a commencement will be made which in the end will blossom out into proportions now undreamed of."

He touched upon hotel sanitation, and the efforts that had been made to remedy existing evils. He was sorry to say, however, that very little change for the better had taken place. "It is a very serious thing for you, gentlemen, who spend so much of your time in the small hotels of the country, that the sanitary condition of such places should be under Government surveillance," he added. Before closing, the president put in a good word for the railways, and eulogized his fellow-officers.

In the discussion which followed, Mr. Bedlington pointed out that the sums paid out under the accident policies had been chiefly claims for bicycle accidents. He was of opinion that this class of accidents should in future be excluded from the provisions of the policies. He further expressed the opinion that it would be beneficial to the association were it to issue its own accident policies.

Mr. Hugh Blain agreed with Mr. Bedlington in his last contention.

The secretary's report was then adopted, and the financial statement was concurred in during the afternoon session.

Mr. Joseph Taylor then presented, on behalf of the committee appointed at the last annual meeting to consider the question of the establishment of a "total disability fund," the report prepared on the subject. He read the rules which it was proposed should govern the fund, and which rendered it necessary for the recipient of the benefits to be obtained to be entirely unable in any way to make his own living. It included total loss of sight, loss of both arms, and insanity. He urged very warmly that the fund should be extended so as to include cases of old age as well as of accident.

Mr. C. H. Murdoch followed, and warmly supported the scheme and the suggestions made by Mr. Taylor. "We, as an association, have not one dollar to-day to give to you or to me or to any one of us in the case of any of us becoming incapacitated."

Mr. E. S. Warne did not strongly oppose the scheme suggested by Messrs. Taylor and Murdoch, but he thought that it was necessary to have a fund raised and invested before the paying of annuities to the totally disabled could be prudently begun. He

therefore proposed that each member of the association should subscribe, first, \$1 for each year he has been in the association, and then \$5 for three years following. This he calculated would give a fund of \$80,000, which at 4 per cent. would yield \$3,200 per year, and this interest would give eight men \$400 a year each.

After further discussion a motion was adopted, thanking the committee for its labors, and asking it to further consider the question, and report again at the earliest moment possible.

The scrutineers' report on the voting for the joint Boards of Directors for Toronto and Hamilton was submitted. It stated that 1,168 ballots had been cast, of which 37 were not properly marked and were therefore excluded. This left 1,131 correct ballots. The following were reported as elected:

For Toronto (18 candidates)—M. C. Ellis Joseph Taylor, John Muldrew, J. H. Devaney, D. D. Braid, H. Gooderham, C. H. Murdoch, E. E. Starr, Wm. Cauldwell.

For Hamilton (10 candidates)—Wm. Bremner, H. G. Wright, James Hooper, J. H. Herring, Fred Johnston, W. G. Reid.

After the adoption of a number of resolutions, one of which was appointing Mr. A. A. Allan as representative on the Industrial Exhibition Board, the meeting adjourned.

NEW PIPE AND FOUNDRY CO.

The Canada Gazette of Saturday last contains notice of application for the incorporation of the Gartshore-Thomson Pipe and Foundry Company, Ltd., of Hamilton. The capital stock of the company is to be fifty thousand dollars, and the number of shares five hundred at one hundred dollars per share. The applicants are: Alexander Gartshore, Hamilton, iron founder; James Thomson, Hamilton, iron founder; James Graham Allan, Hamilton, bookkeeper; William Moir Gartshore, London, iron founder; William James Thomson, Hamilton, bookkeeper; all of whom are to be the first or provisional directors of the said company.

In some parts of Ontario ploughing was in progress during Christmas week, which is most unusual.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Wire... Wire...

**COPPERED STEEL SPRING WIRE
BROOM AND BRUSH WIRE
FLAT WIRES**

**TINNED MATTRESS WIRE
HAY BALING WIRE
SOFT COPPERED WIRES**

WE GUARANTEE THE QUALITY OF ALL OUR WIRES

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

A POLE RAILWAY.

SCIENTIFIC AMERICAN reproduces from Black and White a picture of a picnic party celebrating the opening of a pole railway in Nova Scotia. It is a novel line, thirteen miles in length, and is the third of its kind in the province. For the most part it is utilized in bringing the deposits of silica found in the lakes down the mountains to shipping ports. The way is of spruce poles. The engine has sufficient power to draw four empty cars up the heavy grade of the railway. By taxing the motor to its utmost, and by a liberal use of sand on the rails, eighty excursionists were taken up the incline on the occasion represented.

The pole railway is probably the most economical form of steam roadway that has been produced. It is of American origin and has been in vogue in different parts of the country for the past quarter of a century.

It is especially adapted for use in forest regions, where lumbering is the principal industry.

A first-class, substantial road built of poles will cost anywhere from seventy-five to two hundred and fifty dollars per mile, according to local circumstances. The expense, of course, is greater when the road has to be carried across ravines. The poles employed for rails should not be less than nine inches in diameter at the smaller end, and should

consist as far as possible of the heart, or they will decay before they wear out.

In the best roads, a bed is hollowed out in the butt end of the pole to receive the small end of the one adjoining, so as to make a secure junction. The bed is made about nine inches in length and deep enough to permit the smaller end to come up flush with the larger. The poles are simply laid on top of the ground, except when the surface is very uneven, dirt thrown on each side and trampled down to form a solid bed. After they are in place, they are slightly trimmed down with an adze. When a crook of any kind occurs in the poles, it is of course turned down in laying the track. No cross ties are necessary, as the locomotives and cars are so constructed that they exert no lateral pressure. After a few trains have passed over the road there is no fear of the poles becoming displaced. Curves are made up of a succession of short poles, care being taken that the joints come opposite to each other. The switching is readily accomplished in the ordinary way. Where heavy grades are encountered, it is the practice in some localities to place the locomotive in the middle of the train, and at the particularly steep grades to cut away half the train, push up, the other half, uncouple, and return for the remaining cars. In this manner, trains of six loaded cars have been taken over grades of 700 feet to the

mile with the use of only one locomotive. The wheels of the cars and locomotives have very broad treads deeply grooved, so as to fit the curvature of the poles.

AN IMPROVED PULLEY.

An improved pulley for rope transmission has recently been introduced by Herr George Heckel, of St. Johann, Saarbrücken, Germany. The grooves of the pulley are lined with V-shaped leather discs, closely packed one against the other and secured at intervals by a small wire cord, passing through the discs, through oblique holes in the pulley rim, and drawn tight by means of eye bolts in the pulley arm. This arrangement forms a solid groove of leather instead of cast iron. Numerous claims are made for the new arrangement, among which may be mentioned: The rope is not worn through rubbing on the metal circumference of the pulley, even if the latter does not run truly. It is impossible for the leather discs to become detached, and also for the wire to become torn away from the rope by the sharp edges of swallow-tail grooves. The rope cannot possibly slip on the sheave, as one-half of the former's circumference is always in contact with the leather groove. The new pulley has already been put into practical use, the result being, it is stated, a greatly reduced wear of the rope.

**WE HANDLE
ONLY THE BEST
GRADES OF**

Pure Prepared Paints

None better made by any maker in the United States,
and we sell at a fair price.

Sanderson Percy & Co.

61, 63 and 65
Adelaide St. West

Toronto

COAL MINING IN NOVA SCOTIA.

THE returns, so far as can be gathered at date of writing, says Canadian Mining Review, do not show the coal trade of Cumberland and Pictou as specially flourishing during the twelve months ended September 30, 1895. The output of the Springhill mines was necessarily interrupted by the destructive bank head fire, and in Pictou County the prevailing dulness of trade and the keen competition of Cape Breton coal at common points contributed to keep the production down.

The total sales of Cumberland coal for the year were about 422,210 tons, compared with 479,350 tons in 1894, a falling off of 57,140 tons. In Pictou County the sales were about 367,205 tons, as compared with 412,039 tons during the preceding year, a deficiency of 44,834 tons; the total shrinkage in sales for the two counties being about 100,000 tons.

The Londonderry furnaces were idle from October 1, 1894, to March 9, 1895, and the Ferrona furnace was also out of blast for some time. This lessened the sale of slack for coke and other iron making purposes from both counties. It is anticipated that the demand for coke will be steady during the winter and that the Cumberland collieries will have to work full time to complete railway stocks and to supply local consumers.

At the Joggins mines operations have been interrupted several times, but attention has been paid to the important matter of having plenty of coal where it can be promptly extracted when needed. At the River Herbert mine Mr. Hall has deepened his slope 200 feet, and expects to work steadily during the winter. At the other small mines, as usual, a few hundred tons are sold during the cold weather. At Springhill the coal has been drawn through the No. 1 or east slope, and a large amount of the coal left years ago in the pillars has been successfully robbed. The bank head at the north slope has been rebuilt and is again in working order. With these two openings the company will be in a position to meet all demands made on it.

In Pictou County work was continued as usual at the Intercolonial Coal Co.'s mines. A coal washer was put in and other improvements, with a view of reducing working expenses. The Acadia Co. has rebuilt the bank head lost about a year ago, at their Westville mine, and this veteran slope is still turning out a regular supply of its well known fuel. At the Third and McGregor collieries at the Albion mine operations are being continued in the usual quiet style. Operations commenced at some expense in the main seam to the westward of the Foster pit were stopped, as the coal did not prove good enough to work. In the Foord pit workings the fan shaft was made airtight, and arrangements made for building

off a connection with the older workings so that air being excluded the water in these workings could be lowered sufficiently to permit of the workings in the third seam being extended for about 500 feet to the dip. At the Vale colliery work continued dull all the season. The seam has thinned considerably, and proves expensive to work.

THE SOUTHERN PIG IRON MARKET.

In a paper on the above topic read before the Alabama Industrial and Scientific Society, James Bowran, secretary and treasurer of the Tennessee Coal, Iron and Railroad Company, made the following suggestions for enlarging the southern pig iron market:

For the enlargement of the domestic market, the most desirable thing to be done, in my judgment, is to secure closer uniformity of grading and naming the iron and selling it upon terms of uniformity. It is very unsatisfactory to the consumers in Canada or Minnesota to buy one carload of forge iron for foundry purposes and next month to buy from another producer a carload of two soft, and find that it contains less silicon and is less fluid. It is scarcely too much to say that the whole question of grading iron is assuming a more complex condition and that if it is not in a somewhat chaotic state, the minds of some of the graders have attained that undesirable goal. Harassed by the pressure of evil times and the desires of consumers for something cheaper, efforts have been made not to "split hairs," but to split grades to a corresponding degree of fineness. This leads to an absence of physical or chemical demarcation, and makes the question of grading depend more than ever on the individual opinions of the buyer and consumer, who somewhat naturally look at the question from different standpoints and arrive at different results. This leads to considerable friction, and in the long run southern iron gets a bad name. With the organization, as before suggested, of strong local trade organization the names of grades could be definitely agreed upon and arrangements made for at least monthly or bi-monthly interchange of visits from one works to another, so that the members might agree on the maintenance of one common standard and correct discrepancies and divergencies from it.

TO BORE GLASS.

Strong glass plates, explains an exchange, are bored through by means of rotating brass tubes of the necessary diameter, which are filled with water during boring. To the water there is added finely pulverized emery. The boring cylinder is put into motion by means of a drill or bow-drill. Weaker glass can be provided with holes in an easier manner by pressing a disk of wet clay upon the glass and making a hole through the clay of the width desired, so that the glass is laid bare here. Then molten lead is poured in-

to the hole and lead and glass drop down at once. This method is based upon the quick, local heating of the glass, whereby it obtains a circular crack, the outline of which corresponds to the outline of the hole made in the clay. The cutting of glass tubes, cylinders, etc., in the factories is based upon the same principle.

TRAVELERS IN NOVA SCOTIA.

THE Halifax Herald, last Saturday, devoted a page to "the ambassadors of commerce," in which are given interviews with travelers in different lines of trade. The interview in relation to hardware will be found interesting. It is as follows:

Joseph B. Wier, traveler for the hardware house of William Robertson & Son, took to the road for business purposes sixteen years ago in the interest of the hardware firm of Wier Brothers, of which he was a member. Mr. Wier said that he thought that W. B. Reynolds was the first hardware traveler from Halifax.

"Yes, I believe Mr. Reynolds was the first and the only one for a while, but now there is not a hardware house in Halifax that has not two or three travelers on the road. Previous to 1880 Montreal firms had encroached very materially on the hardware trade of Halifax in Nova Scotia. But since the merchants of this city have a hand in soliciting orders their travelers have again worked up a respectable business for this city. They have got back much of their lost business, especially in the heavy lines of goods. To show how essential the traveler has become in gaining or retaining trade, the two trips a year with which I began have now quadrupled, and I cover my territory seven or eight times a year."

"What about quick communication?"

"We have one complaint to make in particular—the western shore is not kept within our reach by steamer in winter as it should be. The hardware merchants must have their regular steamship communication with the western shore the year round, if they are to be successful. The Board of Trade should earnestly see to this matter."

"Freight charges are against us in Halifax, in our competition with Montreal. Wharfage rates are too high here and they should be lowered in order that no handicap exist in our competition with firms in other cities. Long truckage to the D. A. R. terminus, either at Richmond or North street, is a serious matter for us. The D. A. R. certainly should be within our reach at Cornwallis street, and not either a quarter of a mile away at North street, or a mile at Richmond."

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



THE CANADA PAINT CO.

(LIMITED)

Montreal, Toronto and Victoria

MONTREAL, January 1st, 1896.

We have again the pleasure to address a word of goodwill to our many clients and to wish them all—principals and staff—**A Good New Year.**

We continue our custom of addressing our friends at this season because we consider it fitting to express our acknowledgments; and we never had so much of goodness to acknowledge as we have to-day.

The year 1895 has been our best, both in the volume of business and the success with which it was handled. We have also been favored with more frequent expressions of commendation of our goods than ever before. The Carriage Building trade has been very appreciative of our success in Superfine Colors, and has not only committed its good opinions to writing, but all the larger builders who had contracts with us in 1895 have given practical effect to their appreciation by renewing their contracts—every one of them—over 1896.

For the general painting interest we have in 1895 inaugurated some features that will be appreciated by them. Our "Triple Strength Tinting Colors" have already attracted much attention as a time saver for master and foreman, as well as affording the highest attainable degree of purity and fineness in tinting colors. The trade will also appreciate our "Munro's Selected Flake" White Lead, than which no finer paint exists, pure in color, fine in texture, takes up more thinner, and covers more surface, than any White Lead hitherto produced.

We have also to express the pleasure it has given us to have our Fine Varnishes so favorably received in the painting and carriage trades, which has kept our increased tankage in good demand throughout the year.

The acquisition of our Graphite properties has added a feature of much interest to our operations, and our "Diamond Graphite" paints and specialties will henceforward interest many of our friends.

Our 1896 catalogue, of which the pocket edition is issued to-day, includes other features of interest introduced in 1895 which we may not wait to refer to in the present letter. Our friends will permit us just to add that we look for a further important increase of trade in 1896, especially in the Spring months, and with that view we have provided a much heavier stock of materials than ever before. We have expanded our shipping department and will endeavor to make special and early freight arrangements. It will therefore be obliging if our friends will let us have their specifications as early as possible.

The Hardware Trade will permit us to request them to furnish us at once with particulars of special cards, show cards, etc., in order that they be prepared in advance.

We venture to assure our friends of our continued best services.

The Canada Paint Co., Ltd.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 3, 1895.

HARDWARE.

BUSINESS in general hardware this week has been quiet, there being little to report in any line. The annual meetings of the different makers' associations, such as cut and wire nails, wire tacks, screws, etc., etc., take place in Toronto next week, and until they are concluded, and the trade know where they stand as regard values, the volume of trade is apt to be moderate. As far as a canvass of jobbers this week was an indication, they don't seem to anticipate any radical changes, but then, as has been proved often before, there is no telling. In heavy hardware and metals business is almost at a complete standstill here.

WIRE—Continues featureless and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARBED WIRE—Remains dull. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—Business is confined to very small lots. Discounts, 10 to 12½ per cent.

ROPE—Trade dull and values unchanged

We quote: Sisal, 7½ to 7¾c.; manilla, 9¼ to 10c.

CUT NAILS—Business remains much as it was last week. We quote: \$2.50 f.o.b. Montreal, freight prepaid in Ontario for 10-keg lots, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business of only moderate volume. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A quiet business is passing. Discounts unchanged at 55 per cent.

HORSESHOES—Very few new orders are noted this week. We quote \$3.50 for iron, steel \$5 to \$5.80.

TACKS—Without change. We quote discounts: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1½ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1½ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

TINWARE—Moderate but steady trade moving.

CUTLERY—Business has diminished materially since last week, demand for fancy lines being over.

SPORTING GOODS—Business motionless.

GREEN WIRE CLOTH—A few orders are being booked.

CHAIN—Some lots of cow ties are still moving, but otherwise no trade is noted in chain.

SKATES—Business in skates has been lighter.

PLUMBERS' SUPPLIES—Business moderate and prices steady.

SCREWS—Quiet as before. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Some orders for drawing tools are noted, but they are unimportant.

BUILDING PAPER—Prices are unsettled in this line and business motionless.

CEMENT—Some lots have been moving for local account. We quote: English, \$2 to \$2.25, and Belgian, \$2 to \$2.10.

FIREBRICKS—Steady and unchanged at \$15 to \$21 per 1,000, as to brand.

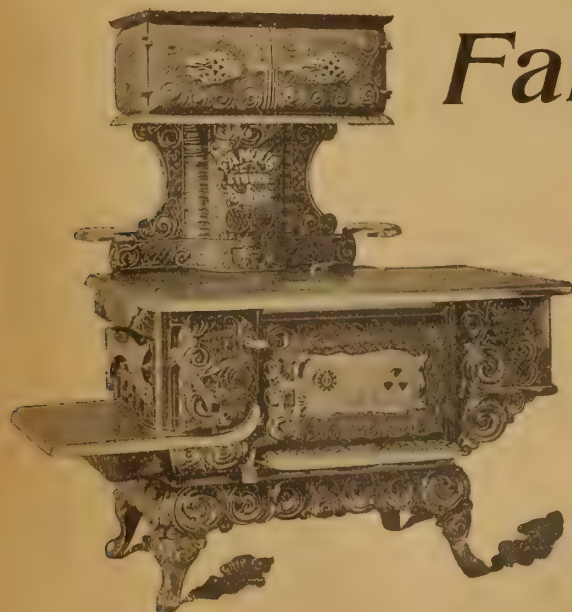
METALS.

The heavy iron and metal market has furnished few changes of importance. Values as a rule remain as before.

PIG IRON—There is nothing new to report in the pig iron market. We quote: Summerlee, \$20.50 to \$21; Eglinton, \$18.50; American, \$20; Ferrona, \$18.

BAR IRON—There is no change in bar iron, which we quote at \$1.55 to \$1.60, as to quality.

SHEET STEEL—A moderate business is noted at \$2.50 to \$3.10.



Famous Active

THE HANDSOMEST
AND BEST WORKING
COOKING APPARATUS
MADE IN CANADA

Range

FOR COAL, COKE OR WOOD

SIX HOLES	8-20	9-20	9-22
FOUR HOLES	8-16	9-16	9-18

Thermometer in oven door a great feature. We make a cook stove in the same design. A grand line altogether

THE MCCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver

SHEET IRON—Black sheet iron is quiet as before at \$2.25 to \$2.75.

TINNED IRON—Remains much as it was, at a range of 6 to 7c.

PIG LEAD—No business to report, and prices nominal at \$3.25.

LEAD PIPE—Business and values remain as last noted.

GALVANIZED IRON—Nothing special is to note in a jobbing way. Sales agents report the receipt of some small import orders on western account. We quote $4\frac{1}{2}$ to $5\frac{1}{2}$ c., as to brand.

INGOT TIN—Rules easy at 16 to 17c., the inside price for round lots.

INGOT COPPER—Continues quiet and steady at 12 to 13c.

SHEET COPPER—No change to note. We quote 18c.

IRON PIPE—Demand moderate here. Discounts range from $67\frac{1}{2}$ to 70 per cent.

BOILER PLATES—Remain as before at \$2 to \$2.25, as to gauge.

CANADA PLATES—A few moderate lots are moving. Prices range from \$2.15 to \$2.25, according to quantity.

TIN PLATES—Continue quiet and steady. We quote: Cokes, \$2.75 to \$2.85, and charcoal \$3.35 to \$3.75.

TERNE PLATES—Dull as before at \$5.75 to \$6.25, as to brand.

SHEET ZINC—A quiet business, with prices the same, at $4\frac{1}{2}$ to 5c.

SPELTER—Quiet, at a range of \$4.50 to \$4.75.

ANTIMONY—Dull and unchanged at 10c.

PAINTS AND OILS.

There are no features in leads or paints of importance, and business is very light.

LEADS—Are nominally unchanged, sellers being disposed to hold. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to $4\frac{1}{2}$ c.; do. No. 1, $3\frac{3}{4}$ to $4\frac{1}{4}$ c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LINSEED OIL—Continues steady. We quote 56c. for raw and 59c. for boiled. Spring delivery can be bought at a couple of cents lower; terms 3 per cent. 30 days.

TURPENTINE—Steady, as follows: Single barrel lots 43c, 5 barrel lots 42c. Terms, 3 per cent. 30 days.

PARIS GREEN—Business rather duller, but prices firm. We quote: Casks, $13\frac{1}{2}$ c.; drums, $14\frac{1}{2}$ c., and packets, $15\frac{1}{2}$ c.

RESINS—Steady and unchanged. We quote as follows: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and $6\frac{1}{2}$ to $8\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $7\frac{1}{2}$ c., and cotton do., 6 to 11c.

GLASS.

The market continues firm, but rather quiet at the recent advance. We quote:

\$1.30 to \$1.35 for first break, \$1.40 to \$1.45 second break per 50 feet, and \$3 per 100 feet for other breaks.

CHEMICALS, ETC.

The market remains unchanged. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, $17\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There is no change in petroleum, business being fair at previous quotations. We quote as follows: Canadian refined, $14\frac{3}{4}$ c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 17c. in car lots and 18c. in smaller quantities. Water white, $18\frac{1}{2}$ c. in car lots, and $19\frac{1}{2}$ c. in small lots. Astral, $19\frac{1}{2}$ c. in car lots, $20\frac{1}{2}$ c. in smaller quantities.

HIDES.

Hides are steady as follows: Dealers paying $5\frac{1}{2}$ c. for No. 1, $4\frac{1}{2}$ c. for No. 2, and $3\frac{1}{2}$ c. for No. 3.

TALLOW.

A few small sales of tallow occur at 5 to $5\frac{1}{2}$ c.

ASHES.

Ashes continue steady at \$3.70 for first pots, \$3.50 for seconds, and pearls, \$4.65.

MONTREAL NOTES.

The annual meetings of the different makers' associations couvene in Toronto next week.

The advance in glass is firmly maintained, and no one would be surprised to see prices go higher.

G. W. MacAgy, present secretary-treasurer of the Pillow-Hersey Co., leaves their employ in February to accept a position with Peck, Benny & Co.

The total receipts of cement at Montreal for the year were 156,350 bbls., of which 70,800 were English and 85,550 Belgian.

ONTARIO MARKETS.

TORONTO, Jan. 3, 1896.

HARDWARE.

TRADe has been quiet during the past week, as is usual at this season. All the representatives are still in the houses getting their samples and paraphernalia ready for the New Year's campaign. Monday next will however see the most of them on the road again. It is not expected that orders during the next few weeks will be large, owing to most of the retailers in the

country being engaged in taking stock. What is principally looked for now is forward orders for spring delivery. There have been no material changes in prices during the week, but there is some speculation as to whether there will be or not next week as a result of the annual meetings of the manufacturers, which are being held in Toronto. The first meeting was held yesterday (Friday) but up to the time of going to press no changes have been announced.

WIRE—Trade is quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f. o. b. Toronto, Montreal and Hamilton; freight prepaid to

The
“Dayton”
 bicycle
 is
 thoroughly honest
 in stock
 and workmanship,
 unsurpassed
 in
 finish
 and without a
 superior
 in all
 riding
 qualities.

As riders will have it,—
 dealers must have it.

J. & J. Taylor

TORONTO SAFE WORKS

any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Is still dull. We quote 3½c. per lb. Freight prepaid on 500-lb. lots to any point in Ontario if it does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—Business continues to be of a limited character. The discount was last week erroneously given at 10½ per cent.; it should have been 10 per cent.

ROPE—Continues dull. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ¾ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ¾ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Trade is still practically at a standstill. We quote: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Business is still light. Discounts, 75 per cent., with 10 keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is fair. Discount is unchanged at 55 per cent.

HORSESHOES—Trade continues fairly good at unchanged prices. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.85.

TACKS—Business continues dull. We quote: Trunk tacks, black or tinned, 50 per cent.; B.B.B. iron, carpet, blued, 50 per cent.; ditto tinned, 57½ per cent.; B. B. B. cut tacks (bulk or dozens), 45 per cent.; ditto, ¼ weights, 40 per cent.; tinned, 45 per cent.; Swedes, cut tacks, genuine, blued and tinned, 50 per cent.; upholsterers', 50 per cent.; carpet, blued and tinned, 35 per cent.; gimp, 35 per cent.; zinc tacks, 35 per cent.; copper tacks, 45 per cent.; leather carpet tacks, 30 per cent.; copper nails, all kinds, 50 per cent.; trunk nails, black and tinned, 50 per cent.; clout nails, black and tinned, 50 per cent.; cigar box nails, 45 per cent.; finishing, 45 per cent.; shoe tacks, 40 per cent.; Hungarian shoe nails, 35 per cent.; Swedes iron shoe nails, 45 per cent.; iron shoe nails, 40 per cent.; channel nails, 35 per cent.

CUTLERY—So close after the holidays, trade in this line is naturally insignificant.

SPORTING GOODS—Trade in this line has shrink to small proportions.

COW TIES—Trade continues quiet at from \$1.25 to \$2.80 per dozen.

GREEN WIRE CLOTH—A few orders are still being booked for future delivery. The price is unchanged at \$1.75 per 100 square feet.

CHAIN—An advance of nearly five per cent. has taken place in all sizes from 3-16

up. There is very little business doing, either for prompt or forward shipment.

SKATES—There are still a few sorting-up parcels going out.

PLUMBERS' SUPPLIES—There is no new feature to note, trade still being moderate.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at \$26.50 to \$27.

TOOLS—Spades and shovels are still being booked for forward delivery.

BUILDING PAPER—There is not much doing, but a good deal of cutting appears to be going on. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—Are quiet and unchanged at the discount of 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

POULTRY NETTING—A few forward orders are still being booked at 65 and 10 to 70 per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

There is nothing of special feature to note in the metal market.

PIG IRON—Is dull and nominally unchanged. We quote: Nova Scotia, No. 1 foundry, \$18 to \$18.50; ditto No. 2, \$17.50 to \$18, according to quantity; No. 2 American foundry, \$20.50 to \$21; No. 1 Siemens, \$20.

BAR IRON—Trade continues quiet, and base price is unchanged at \$1.70 to \$1.75.

SHEET STEEL—Prices are firmer, and there is a fair demand. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 1 to 20, \$2.61; 22 to 24, \$2.85; 26, \$3.10; No. 2 "Dead Flat," 3¼ to 4¼c. per lb.

BLACK IRON—Prices in this line have advanced about 5 per cent. We quote: Up to 17 gauge, \$2.45 to \$2.55 per 100 lbs.; 20 gauge, \$2.20 to \$2.25; 22 to 24 gauge, \$2.30 to \$2.35; 26 gauge, \$2.40 to \$2.45; 28 gauge, \$2.55 to \$2.65.

TINNED IRON—Trade continues quiet. We quote: Up to 28 gauge, 5½ to 6c.; 26 gauge, 6¼ to 6½c.; 28 gauge, 6½ to 7c.

PIG LEAD—Trade is quiet and unchanged at 3½ to 3¼c. per lb.

LEAD PIPE—Business still continues in small lots. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Import orders are still being booked for future delivery. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade is quiet at unchanged prices. We still quote 17 to 17½c. per lb.

INGOT COPPER—Remains quiet at 11¼ to 12c.

SHEATHING COPPER—Is quiet and unchanged. Prices are: 14 to 14¼c. for 16 oz.

IRON PIPE—There is still a fair demand for galvanized pipe. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Trade is quiet and featureless. We quote: Domestic galvanized, 30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—There is very little doing. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—Trade continues quiet. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Demand is moderate. Discount is as before, at 60 per cent.

SHEET BRASS—Trade is dull and discount unchanged at 25 per cent.

TERNE PLATES—Trade is still dull at \$6 for the best brands.

SOLDER—Continues in fair demand. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Siding Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, $4\frac{3}{4}$ c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, $4\frac{3}{4}$ c.; imported, $4\frac{3}{8}$ to $4\frac{1}{2}$ c.

ANTIMONY—Is dull at 10 to $12\frac{1}{2}$ c., according to quantity and quality.

GLASS.

The market is still somewhat unsettled regarding prices. Although in the spring quotations may be lower than they now are, it is extremely unlikely that they will be as low as they were the same time last year; it is anticipated, in fact, that they will be from $12\frac{1}{2}$ to 15 per cent. higher than they were in the spring of 1895. We still quote \$1.20 to \$1.30 for first break, in 50-foot boxes.

PAINTS AND OILS.

WHITE LEAD—The higher prices noted on the English market appear to have been maintained; and although no advance has taken place here, a firmer feeling obtains. We quote at 5c, No. 1 at $4\frac{3}{4}$, No. 2 at $4\frac{1}{2}$ c., dry white lead, in kegs, 5c.; red lead, 4 to $4\frac{1}{2}$ c.; No. 1 red lead, 25c. per 100 lbs.

PARIS GREEN—Arsenic has advanced over 50 per cent., and Canadian manufacturers of Paris green have advanced prices about 3c. per lb. We now quote: Casks, $14\frac{1}{2}$ c.; drums, 15c.; 1-lb. packages, 16c.; $\frac{1}{2}$ -lb., 18c.; $\frac{1}{4}$ -lb., 20c.

LINSEED OIL—There is nothing doing, and prices are unchanged. We quote: Raw, 52 to 53c.; boiled, 55 to 56c.

TURPENTINE—Prices have advanced in the south and local jobbers are now quoting $42\frac{1}{2}$ c., 30 days.

PUTTY—Dull at \$1.85.

PREPARED PAINTS—Dull and unchanged at \$1.

CASTOR OIL—It quiet at $6\frac{1}{2}$ c. in cases, and in single tins at $6\frac{3}{4}$ to 7c.

OLD MATERIAL.

There is no change, trade continuing dull. We quote: Agricultural scrap, 50 to $52\frac{1}{2}$ c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, $32\frac{1}{2}$ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to $7\frac{1}{2}$ c. per lb. (bottoms), heavy scrap copper, 8 to $8\frac{1}{4}$ c.; new light, $7\frac{1}{2}$ to 8c.; light scrap brass, $3\frac{1}{2}$ to 4c.; heavy yellow scrap brass, 5 to $5\frac{1}{2}$ c.; heavy red scrap brass, $6\frac{1}{2}$ to 7c.; scrap lead, 2c.; zinc, $1\frac{3}{4}$ to 2c.; scrap rubber, 4 to $4\frac{1}{2}$ c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Quiet and unchanged. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at $6\frac{1}{4}$ c., trade being slow.

CALFSKINS—Are still quoted at $6\frac{1}{2}$ c. per lb.

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

SHEEPSKINS—Lambskins and shearlings are still quoted at 80c.

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, $17\frac{1}{2}$ to $18\frac{1}{2}$ c.; unwashed, $13\frac{1}{2}$ to $14\frac{1}{2}$ c.

PETROLEUM.

The demand is fair and prices lower. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, $21\frac{1}{2}$ c.; Pratt's Astral, 23c.

MARKET NOTES.

Black iron and sheet steel are both slightly dearer.

M. & L. Samuel, Benjamin & Co. are in receipt of a great number of enquiries for the new racing skate, a cut of which appeared in **HARDWARE AND METAL**, and quite a number of sales have resulted therefrom.

J. & J. Taylor, Toronto Safe Works, who are handling the "Dayton" bicycle, have secured the services as travelers of the following gentlemen, who are all well and favorable known to the trade: H. P. Davies, G. H. Gibbons and F. W. Doll. They are now out with samples of the wheel, and the trade will soon be in a position to judge the merits of the wheel.

This is the season of the year when the distribution of calendars as a favorite form advertising is in vogue. A pretty idea in this respect is a combination calendar and mirror which is being distributed by M. & L. Samuel, Benjamin & Co. On the outside are shown sections of both files and rasps. On the inside are a mirror and calendar. The calendar is issued by the Kearney & Foot Co., of New York and Paterson, N.J., who are represented here by M. & L. Samuel, Benjamin & Co.

The "Dayton" bicycle for 1896 has some excellent features which will at once commend themselves to experienced riders. For instance, the frame diamond is formed of $1\frac{1}{4}$ inch tubing all round; the hubs, which are of the "barrel" form, are particularly pleasing in appearance; the cranks are attached in an improved method, doing entirely away with the clumsy cotter pin, etc

Metallic Ceiling



Quality and Fit Unequaled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

The attention to the minutest details and the superior finish given this wheel make it a very attractive machine.

M. & L. Samuel, Benjamin & Co. have contracted for next season's supply of Paris green, and are now taking forward orders from their customers. Owing to the recent advance in the price of the raw materials entering into the manufacture of Paris green, an advance in the finished article is confidently looked for by the trade. The trade will doubtless remember the large difference in the prices at which forward orders were taken last year, and those which obtained later in the season.

UNITED STATES MARKETS

NEW YORK, Jan. 3, 1896.

PIG TIN—In the speculative branch of the market there was some confusion owing to entanglement of contracts in which a very prominent operator was understood to have been directly interested. To some extent the market gained tone from substantial support of equally as prominent interests in the trade, but there was nevertheless a feeling of more than unusual uncertainty, since no official notice of difficulty came out except in the formal sale on 'Change, "under the rule" of 25 tons, sellers' option January 1 to March 31, one day's notice, at 13.10c. There was strong circumstantial evidence, however, that other deals were settled quietly. Otherwise the market was extremely flat. There was not the slightest tendency to venture upon new trades, and orders from consumers and out-of-town dealers were extremely few. Market value was difficult to gauge, under the circumstances, but the basis of 13.30 to 13.35c. net cash was apparently not far out of the way on ordinary five-ton or larger lots. London cable came £1 lower, owing probably to inside information as to the real status of affairs on this end of the line, and some significance was attached to the fact that transactions there in both spot and future deliveries were on a remarkably heavy scale.

COPPER—The market has probably recovered from the shock given by the an-

nouncement of the large sale of Lake Superior ingot by the Calumet & Hecla Co. at 10c., but is still in a more or less disturbed condition, since sellers of other varieties of the metal are actively canvassing for orders at prices relatively quite as low. Electrolytic sorts are obtainable at 9¼ to 9½c., and ordinary casting stock at 9½ to 9¾c. A few of the large companies in the Lake Superior district and in Montana and Arizona can probably more than cover cost at those figures, but several of the smaller concerns, it is asserted, have not the facilities for coming out as well financially. All indications point to a heavy consumption the coming year in this country and in Europe, but for the time being the favorable features in that connection are offset by the enormous capacity of American mines.

ANTIMONY—Dealings are almost wholly in small jobbing quantities and at about former prices.

TIN PLATE—The buying in this quarter continues very slack. Orders are not only comparatively few, but of rather small size, and mostly for early deliveries. In prices there is no radical change, but the general market has a more or less weak appearance under the influence of continued pressure to sell both domestic and foreign plates.

IRON AND STEEL—Few if any orders of magnitude are being placed in this quarter for steel rails, structural material or other heavy products of the mills, and merely a fair trade in the lighter forms of finished iron and steel is taking place. Prices remain without important change, but are rather weak.

Pig iron orders are coming in slowly, and the business effected thus far in next year's deliveries is somewhat disappointing. Prices still lean in buyers' favor, but are without radical change.

PIG LEAD—Business here was slow and reports from the west indicated a dull condition of affairs there also, with more or less pressure to sell. Prices show more or less weakness in consequence, but are not positively lower than quoted in yesterday's reports. Common western was offered in carload and larger lots at 3 15c. for early shipment, and probably could have been secured at a fraction less. London cable to the Exchange was £11 6s. 3d. for soft Spanish.

SPELTER—Offerings here are very moderate at present and smelters' prices are a good margin above the basis of recent business. This turn is due chiefly to reports from the west of endeavors to combine leading producers, but the recent floods in prominent mines have more or less effect upon values. On the spot very little stock was offered, and for early shipments not better than 365 to 370c. here could have been done. London cable was £14 10s. for good merchant brands.

It pays to take as much interest in your employer's business as if you were working for yourself.

IRON MINING IN ONTARIO.

THE firm of Edgar and Taylor, the members of which live in the cities of Hamilton and Toronto, have entered into a contract with the Hamilton Smelting Co., which is to begin operations on the 28th of this month for the sale of 100,000 tons of iron ore during next year for consumption in the furnace there.

Mr. Taylor, the practical member of the firm, is at present in North Hastings shipping ore from the Dufferin mine and the Wallbridge hematite mine in the township of Madoc. At the Dufferin mine there are 10,000 tons of ore mined, and in the Wallbridge mine there is also a large quantity. Mr. Taylor says the ores in the township of Madoc are the best available ores in the Province of Ontario for smelting purposes, and that there are large deposits of both magnetic and hematite ores in that township. He also says that the greater amount of ore to be used in these works will be taken from our northern townships. The starting of the Hamilton smelting furnace is the first industry of this kind in this province. At the head of the concern are a large number of capitalists who are willing to push it for all it is worth, and if it proves the success the Hamilton people expect it will, it will not be long before roller mills for the manufacture of steel rails will be started. It is industries of this kind that build up a country, and it is to be hoped that the industry will meet with the success it merits, as it is from industries of this nature that our mining properties will be developed.—The Ontario, Belleville.

WHY GOOD ROADS ARE NEEDED.

It is reasonable to predict that the road improvement is destined to spread with great rapidity within the next ten years, and that capital, which heretofore built railroads, will now seek investment in fine macadamized roads, says an exchange. The first necessity for developing a country of the size of the United States was a system of railroads that would bind together the widely-separated points of industry and population, and the construction of such a stupendous system absorbed most of the energy and capital of our financiers. But the country now is better supplied with railroads than any other on the face of the globe, and the limit to the extension of long railroad lines is practically reached in many parts of the country. It is impossible to have every hamlet and village connected with the main railroad lines by short branches, but the transportation problem cannot be said to be solved until every small place and farm of any size is connected with the great arteries of commerce by means of fine macadamized roads. It is this necessity for building more and better common roads that makes the question such a burning one to-day. The

next generation must devote itself to the construction and improvement of common roads, feeding the railroads with the products of the great agricultural regions.

HAVE NO CAUSE FOR COMPLAINT.

Amid the general complaint of dull times, it is pleasant to be told by some of our constituents that they have nothing to complain of. The Canada Paint Co.'s New Year letter, which we publish in another column, indicates that there is room in Canada for well-directed business efforts. This company, worked by old and tried men, who are fully alive to the wants of the country, appears to have all the vigor of youth about it, and well deserves its success.

TWO MILLION DOLLARS IN ORE.

Although it is very difficult to get exact information, there appears to be no doubt that the shipments of ore and base bullion from West Kootenay since the commencement of 1895 have already exceeded the value of \$2,000,000. There is likely to be renewed activity in shipments during the remainder of the year, and a considerable addition to that amount may, therefore, be anticipated as the total result of this year's activity in mining in that one district in the province.—Statistic News-Advertiser.

NOT TO BE FORGOTTEN.

In figuring ahead for the new year, says Stoves and Hardware Reporter, do not fail to make a good-sized appropriation for advertising. It is a necessary expenditure, just as much so as the money paid in insurance premiums, and it secures the best kind of insurance, namely, that against poor trade. The bright, well-written, well-placed advertisement is an endowment policy of the first order.

SHARP ADVANCE IN PARIS GREEN.

There has been a sharp advance in the price of arsenic, one of the essential chemicals in the manufacture of Paris green. The advance is over 50 per cent. This has necessitated the manufacturers of Canada marking prices up at least three cents per pound, at which advance the makers are now firm, not knowing the moment when a further advance in chemicals may take place.

It pays to be conscientious in trifling things. The sum of life is for the most part made up of trifles, and success or failure generally turns on something that at the moment seemed a trifle.

The bankrupt stock of Samson, Kennedy & Co., wholesale dry goods, was sold at public auction in Toronto on Friday. The bidding was brisk, and it went to the John Eaton Co., Ltd., at 72¼c. on the dollar.

THE CUSTOMS CONTROLLERSHIP.

NOW that the appointment of Hon. J. F. Wood to the Controllershship of Customs is no longer a question, Saturday's Canada Gazette having announced the fact, the business men of the country are asking why, in appointing a Controller, a practical business man has been overlooked and a man of briefs selected for the position.

The reason is not far to seek. There are some men who do not know a harrow from a seed drill. The Cabinet is in a similar condition, the only difference being that it does not realize the fact that a man of business is one thing and a man of law or medicine another.

It is no wonder the business men of the country are surprised at the absurdity of the Cabinet appointing a lawyer to the Controllershship of a purely business department, for they realize that were they to make the same indiscriminate appointments to the heads of their departments the sheriff would soon be in possession of their business.

Col. Prior, who has been taken into the Cabinet and placed at the head of the Inland Revenue Department, is a practical and successful business man. He, or some other business man, should have been given the Controllershship of Customs. And while the business men have not one word to say against Mr. Wood, they have a great deal to say against the Government for making him, instead of Col. Prior, Controller of Customs.

The reason the Government advanced Mr. Wood to the Customs Department was undoubtedly that he had greater influence with the Cabinet than Col. Prior, and Mr. Wood was no doubt equally willing to take the position, for the Customs Department would afford him more opportunities for awarding his friends easy offices, and thereby, of course, increasing his power. This is, of course, the gauge that is used to ascertain a Cabinet Minister's ability. But it is none the less a reprehensible one, and one which the people of this country should frown down, and fortunately they are beginning to frown it down.

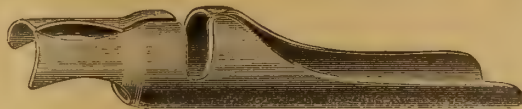
Maple Sugar Makers

Send for

Free Sample

OF THE . . .

MODERN SAP SPOUT



with directions for using and name of nearest dealer in your locality where supplies may be obtained.

The Thos. Davidson Mfg. Co., - - Montreal

NOVA SCOTIA TRADE GOSSIP.

THE BUNKER, of Kingston, Ont., is now in the province endeavoring to float a scheme to start a vehicle factory. On Monday night last the Board of Trade of Amherst held a meeting and appointed a committee to endeavor to secure the necessary stock. He proposes to place the capital at \$50,000, with 50 per cent. paid up. Mr. Bunker first went to Truro and was interviewing the business men there when the Amherst people sent the secretary of their Board of Trade after him. Mr. Bunker is likely to meet with success. Last year over 8,500 carriages were brought into the Maritime Provinces.

While Amherst is likely to secure this new industry, it runs the chance of losing the most flourishing one it now contains. Messrs. Rhodes, Curry & Co.'s car works are likely to come to Halifax. Some parties in this city have offered them a free site of twelve acres; the Dominion Coal Co. has offered to supply them with coal at a low rate for a number of years, and the People's Heat and Light Co. have extended an offer to supply gas for power purposes at a very low rate. Messrs. Rhodes, Curry & Co. are the largest builders in Nova Scotia. Their operations extend to P. E. Island and Newfoundland. Amherst has no facilities for shipment by water, which is a great drawback to the company, as they have to ship everything by rail.

Hardware business is reported booming in

Pictou since A. Carson opened his handsome retail hardware store.

Mr. Griem, of Pittsburg, is in Halifax looking after the putting in of the machinery for the new gas and coke works.

Business in hardware is quiet all over the province. Open weather continues. Frost was out of the ground in Halifax on New Year's Day, and no snow had fallen in the city up to that date.

U. S. IMPORTS OF BRITISH IRON.

The October imports of iron and steel into the United States show a gain in pig iron and a decline in tin plates compared with October last year.

Iron and steel imports, gross tons, for October and for ten months ending October 31, 1894-5 :

	October		Jan.-Oct.	
	1895.	1894.	1895.	1894.
Pig iron.....	10,330	1,601	30,748	12,770
Scrap iron and steel.....	716	54	3,541	1,666
Bar iron.....	2,235	1,631	14,011	6,377
Rails.....	348	139	937	691
Hoops and ties.....			50	
Hoop and band iron.....			1	804
Ingots, billets, etc.....	2,604	1,517	17,050	6,839
Sheets and plates.....	1,232	2,529	12,509	24,939
Cotton ties.....	610	5	3,475	5
Tin plates.....	17,236	24,087	193,826	176,966
Wire rods.....	2,131	2,221	20,610	17,957
Wire.....	481	542	5,222	3,523
Totals.....	37,923	34,826	301,881	252,537

There is a "difference between five tons of cotton ties imported in the first ten months of 1894 and the total of 3,475 tons that came due free this year. The falling off in tin plate imports is gratifying, and the indications are that home manufacturers propose to hold what they have gained."

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

 **LONDON, ONT.**

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

TRADE CHAT.

W. R. KILMER left on Monday for Cape Town, South Africa. Mr. Kilmer was manager of an extensive hardware business in Kincardine for several years. He is a clever and shrewd business man.

The Chatham Wagon Works start up again on or about January 6.

R. O. Hopkinson's machine shop at Waterville, Que., is fast nearing completion.

The Safety Barb Wire Co. has applied for an injunction restraining J. N. Donner and W. H. Banfield from making certain castings and patterns, which the company alleges infringes on their patterns.

The warehouse of the pottery works of Mr. F. S. Glass, of Pottersburg, near London, was totally destroyed by fire Saturday morning. The contents were also ruined. The building was valued at from \$12,000 to \$13,000, and the stock at from \$8,000 to \$9,000. The building and contents were partially insured.

It is reported that arrangements are being made for the building of another large steamer at Collingwood during the winter and that Manager Andrews is now busy preparing plans and specifications for same. The success of the *Majestic*, it is said, has given outsiders confidence in the abilities of local contractors and designers to build steamers equal to any on the lakes.

Mr. Nicholas August Dedier, well known in Toronto and Western Ontario through his business relations and his marriage with Miss Ida Jay, daughter of Dr. S. Jay, of Tiltonsburg, has died of typhoid fever in Alleghany, Pa., in the thirty-ninth year of his age, after an illness of five weeks. Deceased, who was born in Sept-Fontaines, France, went to the United States in 1878, where he found employment with the Pittsburg smelting works, and for the last two years was in charge of the Crescent Foundry and Construction Co., of Alleghany.

It is getting to be pretty well understood that the frequent breaking of propeller shafts is not due to the defective material of the shafts themselves so much as to the excessive strains to which they are subjected, owing to the working and straining of the hull of the ship in a seaway. The Railway Engineering and Mechanic states that careful measurements taken on a steamer in heavy weather showed that the propeller shaft was at times sprung out of line $1\frac{1}{4}$ inches in a length of 112 feet. Measurements on deck showed the amount of deflection. The ship was stiffened, and the shafting gave no further trouble.

T. W. Horn and H. A. Beatty, of Toronto, representing a syndicate which is at the present operating several electric railways in different sections of the province, visited

Chatham Friday for the purpose of gleaning information as to the probability of financial success for an electric railway connecting the city with outside villages and towns, and running through the principal streets. The county route, which will be, in all probability, the one adopted by the company, is from Wallaceburg on the north, through Chatham to Blenheim and other southerly points to the lake. The cost of construction, in the opinion of the majority present, would not exceed \$5,000 per mile. It is quite likely that an engineer will be on the ground in a few days to look over the proposed route. Chatham Banner.

At last Saturday's meeting of the Chambre de Commerce at Montreal, the committee appointed to prepare a reply to the Government on the matter of the proposed French steamship service to this port, presented an elaborate report detailing possibilities for a fortnightly line trading with Anvers, ports in the north of France and intermediate points. The report was adopted, and was ordered to be sent to the Government. The proposal to make Little Metis a port was then discussed. The opinions of various experts were heard, all extolling the advantages of Little Metis for shipping. It was decided to memorialize the Government, asking that a pier be built at Little Metis, and that this point be made a calling place for mail steamers. Capt. Cliff, as an expert, reported that Little Metis might be made one of the finest harbors of the world.

HOW IT WAS WORKED.

A DELEGATION of young men had been shown into the reception room of their employer's residence, and when his wife entered, all arose awkwardly and seemed ill at ease.

"We are employed at your husband's office," explained one of them at length.

"Indeed," she said, in some surprise. "I am very glad to see you; but to what am I indebted for this call?"

"Well," said the spokesman, plucking up a little courage, "we've been getting off at three o'clock Saturdays during the summer, and now we want to make it twelve or one o'clock if we can."

"The ball grounds are quite a distance away," put in one of the delegation.

"And we have to start early to get to the races," said another.

"Really, you must excuse me," said the mistress of the house, courteously but firmly, "I never interfere with my husband's business affairs."

"Oh, we don't want you to," protested two or three together.

"You see," said the spokesman, getting down to business again, "it's just this way: we want you to be kind and nice and pleas-

ant to him for a few days, and then we'll go to him and ask him to—"

"Gentlemen!" she exclaimed haughtily.

"Might ask him to take you to the ball game," said one of the young men, noticing her manner.

"Or the races," added another.

"There is an inference, gentlemen—" she began, but the spokesman interrupted.

"Oh, I know all about it," he said; "I'm married myself. Things go wrong in the house, and you're tired and cross at breakfast. Then we suffer at the office. You stay up late to chaperon your daughter to a ball, and we have more trouble at the office. You're a bit cross three mornings in succession, for one reason or another, and we have a—a—terrible time at the office."

"I was discharged from an office once because my wife was cross the same morning that my boss was," exclaimed one young man. "I suppose our wives would have chatted pleasantly if they had met, but there was an explosion when we met. He was ugly about something, and I fired and he fired back. That's the way it goes now; and if you'd make it a point to be particularly agreeable and pleasant to him for—say, four days—"

"Yes, four days will do nicely," broke in the spokesman. "Then we'll go to him and everything will be all right. The fourth day you give him the best breakfast you can—everything that he likes best—and we'll get what we want in three minutes. Talk about a woman having no influence in business! Why, the humor she's in has more effect than a bank failure or a boom in trade."

She thought she ought to be angry, but instead, she laughed, agreed to the proposition, and four days later, when they waited on the head of the firm, he made the closing hour twelve o'clock, and said that never in the history of the firm had things run as satisfactorily as they had during the last four days.—Texas Siftings.

HAMILTON'S SMELTING WORKS OPENED.

The new smelting works, owned by the Hamilton Iron and Steel Co., which have been in course of construction for several months, were set in motion at Hamilton on Monday. Mr. J. H. Tilden, wife of the president of the company, applied the torch to the fuel in the furnaces, and the fires burned in the only smelting works in this province. A large number of people interested in various ways in the enterprise were present. Mr. Tilden delivered a short address in which he spoke of the prospects of the company. The ore will be drawn from Canadian mines and the works will produce from 100 tons to 150 tons of pig iron per day to start with. In the evening a banquet was held, at which addresses were giving by men prominent in the industries of Canada.

ALUMINUM AND COPPER ALLOYS.

ALUMINUM and copper, explains Kuhlow's, form two series of valuable alloys. Aluminum bronze, containing from 2 to 12 per cent. of aluminum; and copper-hardened aluminum, from 2 to 15 per cent. of copper. The 5 and 12 per cent. aluminum bronzes are among the densest, finest-grained and strongest alloys known—alloys having remarkable ductility as compared with tensile strength. The alloy of between 10 and 11 per cent. of aluminum with copper is the "true aluminum bronze," and is the way the alloy should be first made, the lower bronzes being made by dilution of 10 per cent. bronze with more copper. The 10 per cent. bronze can be made in forged bars with 100,000 pounds per square inch textile strength, with 60,000 pounds elastic limit per square inch, and with at least 10 per cent. elongation in 8 inches; and aluminum bronzes can be made to fill a specification of even 130,000 pounds per square inch, and 5 per cent. elongation in 8 inches. Such bronzes have a specific gravity of about 7.50, and are of a light yellow color. The 5 to 7½ per cent. aluminum bronzes of from 8.30 to 8 specific gravity, and a handsome yellow color, readily give 70,000 to 80,000 pounds per square inch tensile strength, with over 30 per cent. elongation in 8 inches, and with an elastic limit of over 40,000 pounds per square inch. It will

probably be alloys of the latter characteristics that will be most used—especially in bronze wire and for marine work, and the fact that 5 to 7 per cent. bronzes can be rolled or hammered at a red heat, proper precautions, which can readily be secured, being taken, will add greatly to their use.

Alloys of this character can be worked in almost every way that steel can, having for its advantages its greater combined strength and ductility, and its greater power to withstand corrosion. The presence of silicon makes a harder bronze, but one of much less comparative ductility and a less malleable alloy. The presence of iron weakens and very seriously interferes with the value of the bronze. The presence of zinc in the aluminum bronze is not deleterious—in fact, it makes the best aluminum bronzes.

Aluminum in bronzes lowers the melting point of the copper at least 100 or 200 deg. The melting point of 10 per cent. aluminum bronze is somewhere in the neighborhood of 1,700 deg. Fhr. Aluminum bronze is among the hardest of the bronzes, and hardens upon cold working considerably. This hardness, however, can be lowered by annealing at a red heat and plunging into cold water. Aluminum bronze can readily be worked in a lathe and the chips cut smooth and long, and do not clog the tool. Aluminum bronze is a remarkably rigid metal under transverse

strain, being much more rigid than ordinary brass or even gun bronze; and under compression strain, although rather low in elastic limit compared with its ultimate compressive strength, it is still much stronger than any of the other bronzes, and there is a long period of gradual compression before finally giving way, making it a peculiarly safe metal under compression. Aluminum bronze has special anti-friction qualities, owing to its fine grain texture and peculiarly smooth and unctious though hard surface, which resists abrasion remarkably.

Sound castings can be made with aluminum bronze if the precautions are taken to avoid the difficulties which are particularly imminent in melting.

1st. Care must be taken not to overheat the metal, for if the metal is heated to too high a temperature, the aluminum will oxidize, the aluminum oxide which is formed making the entire casting "dirty." The metal will also be spongy, from the presence of large amounts of occluded gases.

2nd. The scum which floats on top of the melted bronze in the crucible must be prevented from going into the body of the casting. This is accomplished by providing the casting with suitable skim gates.

3rd. The greatest trouble in making bronze castings, however, arises from the shrinkage of the metal, which is very excessive; but the difficulty can be overcome if the casting is given a large sinking-head and "risers." It is necessary to make the sinking-head fully as large as the casting in many cases.

We Manufacture

ALL STYLES OF

Clothes Wringers

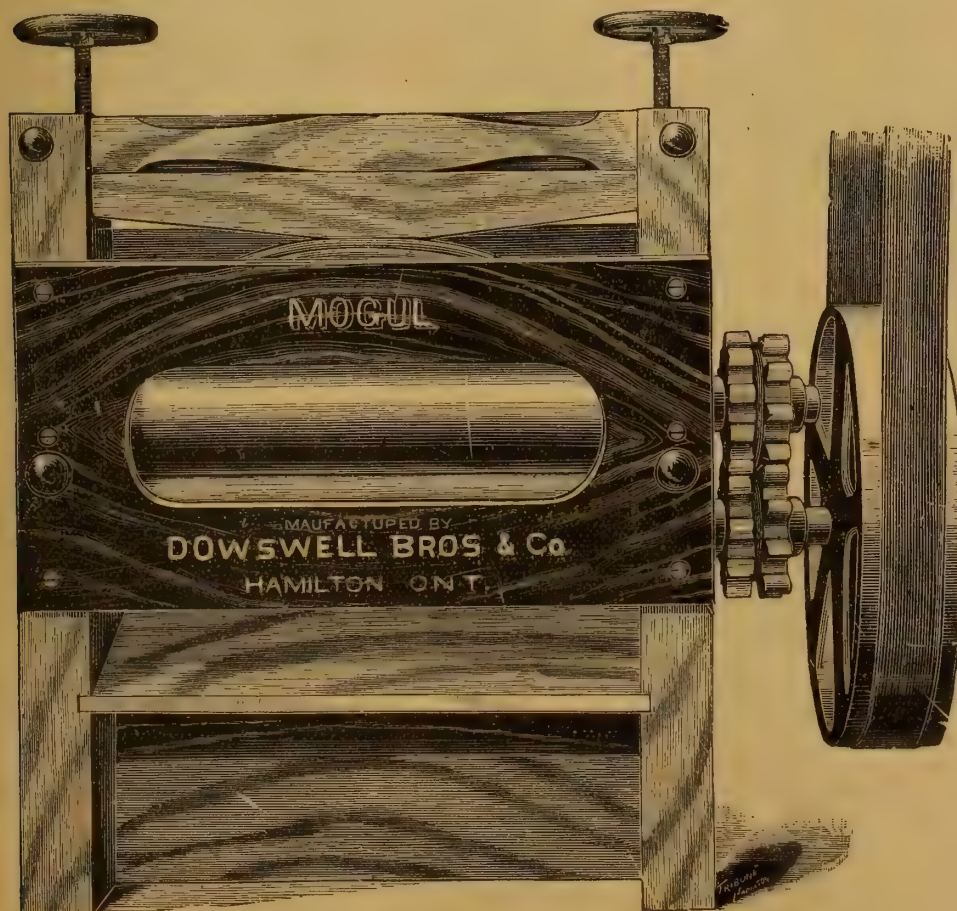
from the heaviest
power wringer
to the cheapest iron
frame made. Also

WASHING MACHINES

Barrel Churns
Mangles
Trucks, etc.

DOWSWELL BROS. & CO.

HAMILTON, ONT.



TALKING BUSINESS THROUGH THE WINDOW.

A STORE window serves two purpose, one for which glass is originally intended and the other for the advertising uses of the business man behind the crystal, writes Fred. Woodrow, in Michigan Tradesman. He may or he may not make the best use of his advertising opportunity. If he fails in doing so it is a sin of omission, the penance of which is paid for in his goods being nailed to the shelf and a hole being kept in his cash box.

Everybody knows, or is supposed to know, that the public optic has to be fascinated in nine cases out of ten before the same public puts its hand in its pocket. For this purpose and to this end the enterprising grocer makes a picture of his window; the dry goods merchant makes a daily tableau behind his plate glass; the jeweler presents a coruscation of gold and silverware, and even the druggist gives an attractive exhibit of potions and compounds that, if bitter to the taste, are delightful to the eye.

Colors of every shade and tint and sprays of electric light are artistically distributed for no other purpose than to attract attention and secure the golden fish that would otherwise glide into another angler's net. In this sense the artist in the window is an essential factor in a successful business. Now, when the public eye is more inquisitive and critical than ever, it is certainly not at fault when it passes by without notice the store front that is as bald of attraction as a billiard ball is of hair, and as void of attractiveness as the stump of a wooden leg. Moreover, it is generally assumed that a window display fixes the character of its trade. If it is illy arranged or an awkward jumble of articles, and as uninteresting as a scrap pile, or a dump of pots and kettles, it is no recommendation either of the goods waiting for someone to take them away or of the man who is praying constantly for someone to do so.

It is to be confessed that in many of our hardware stores the best use is not made of their windows. This is not due to any paucity of material to make them so. The stuff is on hand stored away on shelves, or entombed in brown paper, or kept in shadows and corners, that with the hand or even a one-eyed artist could make the window of a hardware store as fascinating as a star of steel or a cromio of metallic colors. Where this is done, the carpenter wanting a saw or a chisel, the boy wanting a pocket knife, or the housekeeper wanting a sad iron, a stove, or a pair of scissors, settles down like a honey bee on the flower that charms it best.

If one wants to see a crowd at a window, or a file of customers on the right side of a counter, they are to be found where the business man has made the best use of his his window. In these days of competition, when business men are scratching their

heads and using a drill in their brains to devise some new scheme of advertising their goods, and are doling out their dollars to printers and to billboard artists to catch the public eye and to gain its patronage, it seems a folly that the store window should so often be left to spiders and salesmen without care as to what the window has to say to the public outside.

GIGANTIC CHANDELIER

The great chandelier dome of the German Parliament Building, in Berlin, says an exchange, has recently been completed, and will now be put up in the place it is intended for. Artistically, as well as technically, it is of astonishing perfection, and represents the best efforts of the architect, sculptor, electrician and metal worker. It is constructed in the mediæval ring shape, of which we still find examples from the eleventh and twelfth centuries in some of the great monuments of that time. The ring candelabra, representing the ring of the walls of Jerusalem, the Heavenly City, with gates and towers as described in the Apocalypse, which can still be seen at the cathedral in Aix-la-Chapelle, is the nearest approach to a large ornamental candelabra, although it was placed there more than 700 years ago.

From these models Architect Dedreaux has designed the great ornamental candelabra for the Parliament, which is not less than 26 feet in diameter. Its circumference is so large that a good-sized dancing floor could be erected within the space covered by it. The colossal ring shows a wall crowned by turrets and porticos, with original ornaments, 12 massive gates piercing the wall. Within the doorway of each gate some famous German is represented by a life-like statue.

Around these walls and below them 120 incandescent lamps and 12 arc lights, mounted in suitable ornaments, furnish enough light for the great hall underneath. The roof is supported by four lateral girders, uniting under an ornamental canopy, which in turn is crowned by a colossal crown of the German Empire. The weight of the whole candelabra is 36,000 pounds.

A PLEASANT INCIDENT.

Amicable are the relations that exist between J. S. Mitchell & Co., iron and hardware merchants, of Sherbrooke, Que., and their staff. An evidence of this was adduced the other day, when the employees of the firm presented Mr. Mitchell with a large picture of all his employees, who number 19. The recipient expressed himself as highly gratified, showing, as the picture did, the good feeling that always existed in the establishment. Mr. Mitchell in turn presented each of his employees with a substantial token of his good wishes.

HARDWARE AND METAL hopes that Mitchell & Co. and their employees will long continue to pull together.

A. ROOT, LYN, ONT.

Manufacturers of . . . **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto

The Toronto Silver Plate Co.

Manufacturers of
Wares in

STERLING SILVER

. . and . .

ELECTRO-SILVER PLATE



NEW DESIGNS IN SILVERWARE

FOR TABLE USE AND DECORATION

FACTORIES AND SALESROOMS

King Street West, TORONTO, CAN.

E. G. GOODERHAM, Manager and Sec.-Treas.

WATTERSON & AULDJO
 Merchants
MONTREAL

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.
 Limited
 NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

The **Swansea Forging Company, Limited**
 SWANSEA
 Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
 Wire Nails Washers
 Bridge and Roof Rods
 Contractors' Supplies
 Carriage Hardware

Bicycle and Drop Forgings of all kinds,
 etc., etc.

THEILE & QUACK
 ELBERFELD, GERMANY

Fine **POCKET CUTLERY**
RAZORS
SCISSORS

From all **Quality unsurpassed**
 Wholesale Dealers.

LAMPLOUGH & McNAUGHTON
 Agents for Canada
MONTREAL

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE AND METAL

TORONTO

THE BEST

is the cheapest in

BRUSHES as well
 as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

Alexander Macpherson & Son

GENERAL SHELF AND
 HEAVY HARDWARE

Cutlery, Sleigh Bells, Skates
 Hoyt's Babbit Metals
 Nicholson's Files

378 St. Paul Street . . . **MONTREAL**

SPRITE CYCLES
 LEAD **QUALITY**
 FOR **FINISH**
 LOW PRICES

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free

SPRITE CYCLE CO.,

CATALOGUE
 UPON
 APPLICATION



Steam
 Cycle Works

BLOOMSBURY,
 London, W.C.

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

BRUSHES
R
U
S
H
E
S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

PLUMBING. STEAM AND GAS-FITTING DEPARTMENT.

LETTERS patent have been issued by the Ontario Government incorporating John Ritchie, Mrs. Ritchie, James H. Wilson, A. H. Richardson and Miss R. Campbell, of Toronto, as a joint stock company, to be known as the John Ritchie Plumbing and Heating Company, Ltd.; the capital stock is to be \$75,000, and the purpose of the company is to manufacture heating apparatus, plumbers', steamfitters', gasfitters' and electrical supplies, and to take contracts for plumbing work.

* * *

PRESSURE HEATING PLANTS.

The recent wreck of a hot water heating boiler in Ohio has attracted some attention in the trade, and suggests many subjects for study and reflection, says a writer in Metal Worker. It affords an opportunity for cautioning the inexperienced against some of the dangers of high pressure hot water heating. In the wrecked system an unpardonable error was made in putting a stop on the pipe between the system proper and the expansion tank. All are supposed to know that water expands so that 22 gallons at the temperature at which the system is started will increase to 23 gallons when heated to boiling point. It has been demonstrated that this expansion exerts an enormous power, and that no ordinary heating system will stand the pressure. When the stop cock on the expansion pipe was closed the expansion tank, which ordinarily serves as a most effective safeguard, was deprived of its function and the system was immediately placed in a dangerous condition. Some are led to experiment with a high pressure system because with it a higher temperature can be carried throughout the system and a given amount of surface can be made to do increased service over what it will do without pressure.

While this is true, those who have had the most experience with such systems state that it is only economical in the first cost, and that there is no reduction in the fuel consumption. These men are also most positive in their recommendations of the open expansion tank or low pressure system. They claim that when a closed or high pressure system is used there is always a danger of the safety valve becoming corroded or stuck fast in its seat when there is no possible outlet for the expanding water, and if a sufficient pressure is exerted some part of the system must give way. In such a case the water may be at a temperature of 250 degrees, or even higher, and when liberated will vaporize immediately. It is an old saying that "what is worth doing is worth doing well," and this is true in heating with hot water. An open tank system, where there is no opportunity to shut off the expansion tank, is safe, and when properly laid out and

proportioned in piping, radiators and boilers, it will accomplish economically all that should be expected of a heating system.

* * *

ENGLISH PLUMBING CLASSES.

At the eighth session of the theoretical classes of the Glasgow, Scotland, Technical College the opening lecture was delivered by Peter Fyfe, F.R.S.E., and chief sanitary inspector. The following is an extract from the lecture:

Mr. Fyfe, in the introductory part of his lecture, emphasized the absolute need in the present day of combining the theoretical and the practical, of uniting sound theory to sensible practice. The theoretical faddist and the rule of thumb man were equally unfitted for problems now confronting us. It was too often taken for granted by young men entering on a trade that all had been discovered that was worth discovering, but to the plumber the door was open to much greater things in the future than had been accomplished in the past. Especially the continual development of great cities called upon the plumber for the highest exercise of his resources. Even the great water carriage sewage system, which the trade had carried to such perfection, was capable of much improvement. Again, plumbers were becoming more and more concerned in the efficient distribution of hot water among the citizens. In the cold winter months a free distribution of cheap hot water was really a hygienic consideration. He would be a public benefactor who discovered a simple and efficient remedy for the hot water starvation prevalent among the poorer classes. This involved a complete grasp of the principles of hot water circulation, pressure reduction, friction in pipes, and heat absorption. In the new field of applied hydrodynamics the plumber might also find an important place. In large cities hydraulic power was now being distributed, and recently there had been inaugurated in Glasgow municipal hydraulic works from which such power would be dispensed through the principal streets at a pressure of 1,100 pounds per square inch. With this high pressure small rotative motors would come into the market, such as impulse turbines, to drive light machinery. It would also afford the means of generating the electric current.

* * *

BRASS GOODS MANUFACTURERS.

A meeting of the leading manufacturers of plumbers' brass goods in the United States was held at Pittsburg, on Thursday and Friday of this week, for the purpose of forming an association for the regulation of prices and the mutual benefit of the members of the trade. A national association was organized at the meeting, to which the leading manufacturers in this line through-

out the country are understood to have given their adherence. This meeting was the outcome of a series of more or less informal conferences which have been held in New York City by the plumbers' brass goods manufacturers within the last three or four months.—Metal Worker.

* * *

ENGLISH VIEW OF AMERICAN RADIATORS.

An English authority makes the following observation on American radiators: "With America having the start they had, it only remained to increase the beauty and attractiveness of their designs, and this, judging from the many new patterns, they are doing with characteristic 'push.' How they have succeeded is perhaps a matter of opinion, but there is no gainsaying that, taking a broad view of the matter, they are a little ahead of us, though only a little; and even this favorable conclusion may be somewhat induced by the number of their best designs. For one good design of ours they have perhaps ten quite equal to it, and all different, and this quite dwarfs the good opinion we should form of our own."

* * *

PLUMBING POETS.

In a previous issue we published Eugene Field's satirical poem entitled "Stoves and Sunshine," under the heading of "Is There a Plumbing and Heating Poet?" The following from a New York daily indicates that there is one at least. Will our master plumbers inquire into the matter and establish the gentleman with flowing locks in his proper vocation?

"Man you sent to fix that range-back of ourn a poet?" asked a rural-looking customer of the proprietor of a down-town plumbing establishment.

"I—I—really, I don't know," responded the startled proprietor with a look of sober inquiry.

"'Tain't as I got anythin' partic'lar agin poets," explained the customer suavely as he took a chair and cleared his throat. "But I've hearn tell of folks missin' their vocations—them as ought to be hoein' pertaters and huskin' corn gittin' into pu'pits and lawyers' offices, for instance. Course I ain't sayin' as I reely seen any of your young man's porty; I jest sort o' s'picioned a leetle that he mought be one of them kind, 'cause that there range won't draw or bake sence he tinkered with it. Poets may be all right enough in their place, and I reckon there's nicks in the world for every sort, but when a range is out of gear one wants a plumber."

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

TREATMENT OF DRUMMERS.

A CHICAGO firm writes Iron Age as follows regarding treatment which should be accorded traveling salesmen:

A WORD FOR THE SALESMEN.

English buyers have a very systematic method of treating with salesmen who call upon them with a view to selling a bill of goods. They set apart a certain portion of the day or the week to the reception of the traveling man, when he can show his samples and make his little speech. To further expedite matters, these buyers, as a rule, ask their visitors if they are carrying any new goods, and if so they look over the samples of such, and buy or not, as suits them. Should it happen that the drummer has nothing novel, the buyer refers to a memorandum kept for the purpose to ascertain whether a replenishment of the stock is necessary, and, if needed, orders it at once without keeping his visitor waiting for a decision, as is so often done in this country. Then, again, our English friends allow out of town salesmen to call on them outside of the hours fixed for those who can conveniently abide by the rule. When the buyer is busily engaged he will immediately inform his caller of the fact, and appoint a meeting that will cause no inconvenience to himself or loss of money or time to the drummer. Best of all, the buyer is always very punctilious in keeping such engagements, and unless something unforeseen occurs, will never disappoint the salesman or keep him waiting. Doubtless there are many buyers in this country who are equally as punctual and methodical, but, from the number of letters sent us by road men, complaining of ill-treatment at the hands of the persons in question, we cannot help but feel that there is plenty of room for improvement in this respect.

SUGGESTIONS TO CRANKY BUYERS.

Cranky buyers, as a rule, are men of very little experience outside their own office and have no road experience whatever. This class of buyers do not consider the time of a salesman worth anything, while it is equally as valuable in proportion as theirs.

Buyers who are courteous, considering a salesman's time worth something, and accord him a hearing, let it be ever so short, will seven times out of ten buy goods cheaper and better than if they allowed the salesman to hang around for hours, and sometimes days, before affording him a hearing or a chance to see him in regard to his goods.

If a salesman has a job or inside deal of any kind he will never offer it to the cranky buyer or to the one who kept him hanging around for hours. The price of goods to such buyers generally advances according to the time the salesman has been waiting for an audience. These are facts, but many buyers don't know it.

It is just as easy for a buyer to tell a sa'es-

Best Varnishes

TIN PLATE

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

A. C. LESLIE & CO.

MONTREAL

man at 8.30 Monday morning, after an interview of five minutes, that he does not wish any of his goods, as it is to say the same thing Thursday or Friday of the same week.

By so doing he affords the salesman an opportunity to make two or three other towns, and perhaps sell many bills, thus earning his salary and at the same time making money for the house he represents.

POLITENESS.

Politeness is one of the cheapest commodities in the world, and the buyer who dispenses it with a lavish hand is always sure to make friends among salesmen who are willing to aid him in every possible way. He will also be serving the best interests of his employer, who, as our correspondent points out, is always benefitted by dealing properly with the commercial traveler. The latter is but human and should not be looked upon as an interloper in any sense of the word, "Live and let live" should be the motto of all, as each is dependent on the other. Without making mutual concessions both will be sure to lose golden opportunities that can never be recalled.

THE ENGLISH WAY.

There is a custom in England, as well as in many of the larger cities of Continental Europe, that could be followed with excellent results by the merchants and tradesmen of this country, says Journal of Commerce. When a person enters a shop in London, for instance, and selects an article he may desire, no matter what it is, and inquires the price, a certain sum is stated. If the buyer happens to have an account at the establishment and instructs the salesman to charge his purchase to him, he is politely informed that the price of the article is two or three pence higher than the first-named cost.

This system is followed in all the better mercantile establishments in the United Kingdom. The credit price is invariably a few pennies higher than the same article would be sold for spot cash. The reason for this is very simple and entirely proper. When a person buys a thing for cash the transaction is closed and there is no further expense involved to either party. When a person buys for credit, the item must be attended to by a bookkeeper, the services of a paid collector are brought into requisition

for the bill, and the running expenses of the establishment wherein the trade took place are thus increased.

FORCED AND INDUCED DRAFT.

The following explanation of forced draft and induced draft is taken from The Marine Engineer, of London:

In forced draft, the stokeholds or boiler rooms are capable of being closed to the atmosphere by suitable doors, and air for the furnaces of the boilers is then obtained by means of centrifugal fans revolving at high speeds. These fans draw, or pump, air from the upper portion of the ship, or the atmosphere, and deliver the air into the stokeholds. Until this air can escape there will naturally be a greater pressure of air in the closed stokeholds than in the ordinary atmosphere on deck, and the extent of the air pressure is measured by water gauges placed in the stokehold, the action of the gauges being similar to the action of an ordinary atmospheric barometer. The only means by which the air can escape from the stokeholds when closed is through the fire grates or furnaces of the boilers, and in passing through these grates at a pressure greater than ordinary atmospheric pressure a greater quantity of air is supplied to the furnace in a given time, and hence the combustion of the coal, the production of heat and the generation of steam become more rapid.

With induced draft the stokeholds are kept open to the atmosphere, but the position of the centrifugal fan is different. It is placed in the base of the funnel—and in revolving causes a partial vacuum at this part of the boiler, the action of the fan being to expel the heated gases from the fires upward through the funnel with the air, and by so doing to induce a quicker passage of air from the stokeholds through the furnace grates into the funnel and atmosphere. In both cases more rapid production of heat from the fires, and therefore a quicker generation of steam, is attempted; the main idea of each system being to pass larger volumes of air through the fires in the furnace than would be the case when the vessel was relying upon natural draft only. Forced draft, therefore, means fitting up an air pressure in the stokeholds; induced draft means creating a partial vacuum in the base of the funnel. In the former case the air is pushed through the furnaces, in the latter it is pulled.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

JOHN BURKE, general merchant, Thornton, has assigned to H. C. Boomer, of Toronto.

Samuel Dickson, general merchant, Innisfail, has assigned.

Geo. Lambert, general merchant, Bedford, Que., has assigned.

R. Racicot, general merchant, Windsor Mills, Que., has assigned.

Jos. Schaffer, jr., general merchant, Paris, has assigned to R. C. Teggart.

J. O. Fournelle, leather and shoes, St. Jerome, Que., has compromised at 60c. on the dollar (cash).

R. K. Jost, boots and shoes, Charlottetown, P.E.I., is offering to compromise at 50c. on the dollar.

A meeting of the creditors of Remi Racicot, general merchant, Windsor Mills, Que., is to be held Jan. 4.

A settlement at the rate of 80c. on the dollar is being carried through in the matter of Thos. Mailhot, Stanfold, Que.

A. Donville, general merchant, St. Jean des Chaillons, Que., is offering to compromise at 60c. on the dollar.

McTavish & Co., furniture manufacturers, Wingham, Ont., have assigned to A. E. Smith, and a meeting of creditors will be held on Tuesday next.

At a meeting of the creditors of Cross Bros., of Drayton, general merchants, held in Assignee W. A. Campbell's office, the statement showed that the liabilities are \$6,900 and the assets \$6,100, made up of \$1,200 equity on the farm, \$2,900 stock, and \$2,000 book debts. The stock will be sold to-day. The firm did not make an assignment, but the stock is being sold for the benefit of the creditors.

PARTNERSHIPS FORMED AND DISSOLVED.

Gregoire & Goulette are starting into business at Lak Megantic, Que., as carriage builders.

Bromley & Nevin, blacksmiths, Chilliwack, B.C., have dissolved. David Nevin continues.

R. H. Staples, general merchant, Carman, Man., has admitted Mr. Carthew; style, Staples & Carthew.

The St. Thomas Manufacturing Co., spring beds, St. Thomas, have dissolved. S. A. Williams continues.

CHANGES.

The Millbrook Electric Light Co. have obtained a charter.

Victor Cadorette is beginning business at Bedford, Que., as a tinsmith.

Charles Sergison, blacksmith, Millbank, has sold out to Frank Martin.

H. Chittick, blacksmith, Chesley, has been succeeded by Heslip & Maher.

The Neepawa Electric Light and Power Co., Ltd., has been incorporated.

Mary Therien has been registered proprietress of the general store of T. Rogers & Co., St. Agapit, Que.

R. Gagnon & Co. is the name of a new firm of general merchants which have opened up in Tring Station, Que.

Robert Thompson & Co., wholesale lumber, Hamilton and Toronto, have closed their branch in the latter city.

SALES MADE AND PENDING.

The assets of L. Weinstein & Co., general merchants, St. Jovite, Que., are to be sold.

The stock of A. Laferte, general merchant, St. Bonaventure, Que., has been sold at 50c. on the dollar.

The wholesale hardware stock of Wm. Johnston, of Montreal, has been sold at 47c. on the dollar.

The stock of Ed. Julien, boot and shoe manufacturer, Hedleyville, Que., has been sold at 70¼c. on the dollar.

FIRES.

Huston & Co., general merchants, Glencoe, have been burned out.

W. R. Armson, general merchant, Wyebribe, Ont., has been burned out.

DEATHS.

W. A. Turiff, general merchant, Alameda, N.W.T., is dead.

J. R. Marsh, general merchant, Niverville, N.W.T., is dead.

BELGIAN PLATE GLASS EXPORT.

For the first nine months of the year the Belgian plate glass export amounted to 79,263,645 kg., as against 83,645,383 kg. for the corresponding period of 1894, or a decrease of 5 per cent., says Diamant. On the other hand, the export during the month of September was in 1894 9,862,684 kg., in 1895, 11,142,970 kg. The greatest difference, comparing the exports of 1895 with those of 1894, are shown by the following table:

Japan	1,856,238 kg. increase.
England	4,305,405 "
East India	822,279 "
Brazil	783,927 "
Switzerland	430,626 "
Turkey	529,901 "
Germany	421,535 "
Spain	700,644 "
Hamburg	381,173 "
Canada	1,023,123 kg. decrease
United States	7,353,688 "
Holland	6,340,718 "
Roumania	691,752 "

While the export to England and Japan has increased very considerably, the export to the United States and Canada has decreased in 1895 by nearly eight and a half million kg. If the export for the remaining three months shows the same increase as September, which it probably will, the total export of Belgium in 1895 will exceed that of 1894 by a large figure.

GEO. A. M'AGY.

We understand that Mr. Geo. A. MacAgy has resigned his position as secretary of the Pillow & Hersey Manufacturing Co.

There is to-day probably no more favorably or better known hardware man in Canada than Mr. MacAgy. He has many true friends from Halifax, N.S. (his native heath) to Victoria, B.C., and we are sure all will wish him good luck in his new position.

Mr. MacAgy was for many years in the employ of Rice Lewis & Son, of Toronto, acting in the capacity of traveling representative for this firm during the last five years' service with them. He left them in 1882 to accept the position offered him by the Pillow & Hersey Manufacturing Co. as their representative in Western Ontario, which position he filled for about ten years, and was then called upon to take the higher position of secretary of this company. He has now held this post for about four years with a great deal of success.

Mr. MacAgy has accepted a position with Peck, Benny & Co., and will consequently continue in touch with his many hardware friends throughout the Dominion. **HARDWARE AND METAL** wishes him continued success.

SITUATION WANTED.

AS **HARDWARE SALESMAN** or Bookkeeper.—Long experience, highest references; young man. "Bright," care **HARDWARE**, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," **HARDWARE AND METAL** office, Toronto.

Cushion and Flat **Weather Strips** To the Trade only.



Thos. Forrester, 298 St. James Street, **Montreal**
Manufacturer of Rubber Goods and Weather Strip of all kinds.

THE OAKVILLE BASKET CO.,

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 to 542 CRAIG ST., MONTREAL



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of
All sizes of Hot Pressed
Nuts, Square and Hexagon

FOR IRON FENCING BANK AND OFFICE RAILINGS



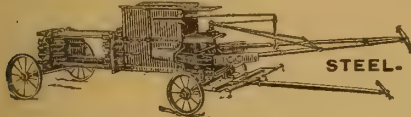
and all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-
lasting, and competition distanced.



Also all styles of Bale Ties made from the Best
Steel Wire. A full line of repairs for Dederick's
presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or
Outside Work.

A. RAMSAY & SON
MONTREAL.



Alexander Works

White Enamelled inside, red japanned
outside, and finely decorated

Meat Cutters

New stock just in.

FROTHINGHAM & WORKMAN
Montreal

THE TESTS WERE SEVERE.

CONCRETE and wire flooring is being
laid in several of the new business
blocks now in course of erection in
Providence, R.I. The object, says Iron
Age, is to allow of greater span between the
floor beams than is practicable with brick
jack arches. Across the floor beams are
stretched small wire cables, each composed
of two galvanized wires twisted together.
Round bars are then laid across the cables
parallel with the beams and half way between
them. Forms or centres are placed under
the cables, and a composition consisting
principally of plaster of paris and wood chips
is poured on, the cables thus being imbed-
ded in the concrete mixture, which solidifies
in a few minutes. The vertical part of the
concrete inclosing the floor beams is support-
ed by wire netting passed around the flanges
of the beam. If a flat ceiling is required,
iron bars are laid across the bottom flanges
of the beams, over which wire netting is
placed, and a thinner layer of the composition
is poured over this, leaving an air space be-
tween the floor and the ceiling.

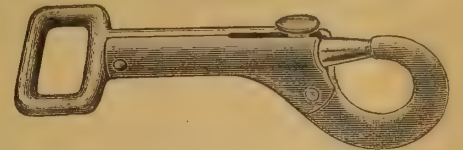
The strength of this material was recently
tested. Fifteen-inch I beams, 7 feet apart,
had their flanges protected by a composition
coating 1 inch thick. The composition filling
between the beams was 5½ inches in thick-
ness. The cables, made of two strands of
No. 12 wire, were continuous over six spans,
and were secured at the ends to loops of
heavy wire hooked over the top flanges of
the beams. The cables were spaced 1½
inch apart, and their deflection in each was
regulated by an iron bar half an inch square.
The weight of the floor was 24 pounds to the
square foot, and it was designed to carry a
live load of 170 pounds to the square foot.
The length of the piece of floor tested was
12 feet parallel with the floor beams, and
parts were cut out, leaving four sections
7x5 feet in adjacent spans to sustain the
weight.

The weight of 155 pounds, falling 6 feet,
went through the floor at the eleventh blow.
The same weight, falling 10 feet, went
through at the fourth blow. No. 2 section
was tested by loading the half span up to
100 pounds to the square foot, giving an
eccentric loading, but when the weight was
removed the floor returned to about its origi-
nal position. Section No. 3 was tested by
a uniform loading up to 700 pounds per
square foot; the floor deflected 9-16 inch at
the centre, but returned 7-16 inch when the
load was removed. Then the section was re-
loaded to 1,500 pounds per square foot—
nearly 27 tons, on an area of 7 x 5 feet—and
some of the filling was destroyed, but none
of the pig iron weights were forced through
the floor, and none of the wires broke. A
hot fire was kept under section 4 for an hour.
The temperature of the beams was increased
2 degrees, and water from the fire hose was
turned on the top and bottom of the filling,
none breaking loose. Next morning this
section was uninjured by a load of 1,000
pounds per square foot.

1875.

COVERT'S

1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt
Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilas-
ter Stairs, and Architectural Iron Work, Ma-
chinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which
we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever
before. Only best steel used. Write for
fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL Pig Iron MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS

"JARDINE"

Axle Cutter

A new tool for cutting back shoulder
of worn axles.

PRICE, - - \$6.00

Simpler and better than machines
sold at \$20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Jan. 3, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
R. & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3
Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.		
Cookley Grade—		
X.X., 14x56, 50 sheet bxs }	0 06	0 06½
14x60, "		
14x65, "		

Tinned Plates.		
72x30 up to 24 gauge	0 06	0 06
26 "	0 06	
28 "	0 07¼	0 07½

Iron and Steel.

	Base Price.	
Common Bar, per 100 lbs	1 70	
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "		2 20
Hoop "		2 20
Swedish "	4 00	4 25
Sleigh Shoe Steel "		2 50
Tire Steel	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb	0 10	0 11
Russian Sheet, per lb	0 10½	0 14
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 67½ p.c.; ½ to 1¼ in. 65 and 10 1½ to 2 in. 70 p.c.		
Galvanized, 50 p. c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb.	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04¾
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" 5-16 " "	4 75	
" 7-16 " "	4 00	
" 9-16 " "	3 75	
" 1 1/8 " "	3 35	
" 1 1/4 " "	3 25	
" 1 1/2 " "	2 95	
" 1 3/4 " "	2 85	
" 2 " "	2 75	
Trace, per doz. pairs.	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards.	0 13	0 50
Jack chain, double, per doz. yards.	0 15	
Jack chain, brass, single, per doz. yards.	0 20	10

Copper

Ingot.

English B. S., ton lots	0 11¾	0 12
Lake Superior "	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
" round and square 1 to 2 inches.	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes.	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
Braziers. (In sheets.)		
4x8 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 " "	0 15	0 15½
" 50 lb. and above, " "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up.	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks.	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

	Per lb.	Per lb.
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

	Per cwt.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
" " Decorative	5 75	
" " No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto.		
James genuine	5 75	
No.	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.	1 00	1 05
Second qualities, per gallon.	4 25	0 90
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow "	0 11	
Golden Ochre.	0 06	
French "	0 05	
Marine Black "	0 09	
" Green.	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt.	2 75	
Yellow Ochre (Royal), per cwt.	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
Umber, "	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Olden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 85	
No. 1 Carriage, Turpentine, p.g.	1 30	
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls.)

-Barrel lots.	0 39	
" "	0 43	0 41

Castor Oil.

Best, per lb	0 06½	0 07½
--------------------	-------	-------

Cod Oil.

Cod Oil, per gal.	0 50	0 51
------------------------	------	------

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet.	0 11	0 12
White, extra	0 16	0 18
Gelatin	0 20	0 30
Strip	0 16	0 18
Cookers	0 19	0 20
At clear.		0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

	per lb
Best thick white felt wadding, in ½-lb bags.	1 00
Best thick brown or grey felt wads, in ½ lb. bags.	0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99
Best thick white card wads, in boxes of 500 each, 10 gauge.	0 35
Best thick white card wads, in boxes of 500 each, 8 gauge.	0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25
Thin card wads, in boxes of 1,000 each, 8 gauge.	0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each	Per M
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised 1		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		
Cow.		

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		

Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminje, " "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dia. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.	6 00	
Henis, No. 8, " "	7 00	
Henis, No. 9, " "	7 50	10 00
Queen City		

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star, " "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, " "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Theorold, " "	1 10	
Queensdown, " "	1 10	
Napanee, " "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, " "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.	1 30	2 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis. Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount, Amer. list.		
Nicholson's, dis. Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis. Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis. Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers Horse Rasps, Spencer's, dis. Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 52½ and 7½ per cent., revised list.		
---	--	--

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

	Double Diamond.	Per 100 ft.	Per 50 ft.	Per 100 ft.	Per 50 ft.
1st break	14 to 25	4 45	5 50	2 20	2 70
2nd "	26 to 40	4 55	5 60	2 25	2 80
3rd "	41 to 50	4 65	5 70	2 30	2 90
4th "	51 to 60	4 75	5 80	2 35	2 95
5th "	61 to 70	4 85	5 90	2 40	3 00
6th "	71 to 80	4 95	6 00	2 45	3 05
7th "	81 to 90	5 05	6 10	2 50	3 10
Pilkington.	91 to 100	5 15	6 20	2 55	3 15
	101 to 105	5 25	6 30	2 60	3 20
	106 to 110	5 35	6 40	2 65	3 25
	111 to 115	5 45	6 50	2 70	3 30

Ordinary.		
1st break	2 70	
2nd "	2 90	
3rd "	3 10	
4th "	3 30	
5th "	3 50	
6th "	3 70	
7th "	3 90	

Picture Glass.

Pilkington's Ordinary.		
1st break	4 40	
2nd "	4 70	
3rd "	5 00	
4th "	5 30	
5th "	5 60	
6th "	5 90	
7th "	6 20	

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent. free of duty. Net list on application.		
--	--	--

GLUE POTS.

Tinned, each	0 20	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 25
---------------------	------	------

HAMMERS.

KNIVES.		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.		
Melting, per doz.	1 70	4 50

LEMON SQUEEZERS.		
Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
glass, " "	4 00	4 50
All glass, " "	1 20	1 30

LINES.		
Fish, per gross.	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.		
Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50
Cabinet, " "		
Eagle, dis. 40 to 42½ p.c.		
Padlock, " "		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLET.		
Tinsmith's, per doz.	1 25	1 50
Carpenter's, hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.		
Canadian, per doz.	8 50	10 00

MEAT CUTTERS.		
Enterprise, American, dis. 25 p.c.		

MINCING KNIVES.		
American, per doz.	0 42	2 35

MOLASSES GATES.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		

NAILS.		
Cut Nails (Iron)—		

1. Either Canada or American pattern—		
Basis—50 to 60 dy.	2 50	
40 dy.	2 55	
30 dy.	2 60	
20, 16, and 12 dy.	2 65	
10 dy.	2 70	
8 and 9 dy.	2 75	
6 and 7 dy.	2 90	

2. American pattern only—		
From 4 to 5 dy.	3 10	
3 dy (lath).	3 50	

3. Canada pattern only—		
From 4 to 5 dy.	3 00	
3 dy (lath).	3 40	
3 dy, A.P. fine.	4 10	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.		
---	--	--

Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.		
German and American.	1 85	3 50

NAIL SETS.		
Square, round, and octagon, per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.		
Poultry, 65 and 10 to 70 per cent.		

OIL.		
Canada refined oil (Toronto).	0 16	0 16
Carbon safety " "	0 18	0 19
Canada w. w. " "	0 18	0 19
American w. w. " "	0 00	0 20½
S. r. seal, per gal.	0 63	0 65

OILERS.		
McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.		
Galvanized, per doz.	2 25	3 30

PENCILS.		
Dixon's, per gross.	1 00	4 25
Carpenter, " "	2 25	3 60

PICKS.		
Per doz.	6 00	9 00

PICTURE NAILS.		
Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.		
Wood, bench, Canadian dis. 60 per cent., American dis. 37½.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		

Bailey's (Stan. R. & L. Co.), 50 per cent. Miscellaneous, dis. 25 per cent. Bailey's Victor, 25 per cent.		
---	--	--

PLANE IRONS.		
English, per doz.	2 00	5 00

PLIERS AND NIPPERS.		
Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.		
S. R. & L. Co., dis. 70 and 10 p.c.		

POPPERS.		
Corn, square, per doz.	1 35	2 00

PRUNING SHEARS.		
Per doz.	4 00	5 50

PULLEYS.		
Hothouse, per doz.	0 55	1 00
Axle, " "	0 22	0 33
Screw, " "	0 27	1 00
Awning, " "	0 35	2 50

PUMPS.		
Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.		
Saddlers, per doz.	1 00	1 85
Conductors, " "	9 00	15 00
Tinners solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.		
Bladder, per lb.	0 01½	0 01½
Tins, lbs.	2 50	2 75

RAIL.		
Barn door, per foot.	0 03	0 03½
Sliding door, " "	0 03½	0 03½
Lanes, " "	0 03½	0 03½

RAKES.		
Cast steel and malleable Canadian, list dis. 60 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.		
Geo. Butler & Co.'s, per doz.	8 00	18 00
Bokers, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbenz's, " "	9 00	18 00
Theile & Quack's, " "	7 00	12 00

RAZOR STROPS.		
Currier's, per doz.	1 25	3 60

RIVETS AND BURRS.		
4 mos. or 3 per cent. cash 30 days.		
Copper rivets, dis. 45 per cent.		
Iron, " dis. 55 per cent.		
Tinned and black rivets, 55 per cent.		
Burrs, iron, 50 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.		
Canadian, dis. 30, 35 per cent.		

ROPE.		
7-16 in. and larger, per lb.	7	00 9½
¼, 5-16, ¾ in.	7½	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6½	7½

RULES.		
Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.		
Mrs. Potts, per set.	0 65	1 00
N.P., per set.	0 00	1 90

SAD HEATERS.		
Dome, Shepard's, per doz.	4 75	5 00

SAND AND EMERY PAPER.		
B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.		
Per lb.	0 22	0 50

SASH LOCKS.		
Triumph and Morris, dis. 37½, 40 per cent.		
Kempshell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH WEIGHTS.		
Sectional, per 100 lbs.	1 40	1 50

SAWS.		
Crosscut, McMillan & Haynes, per dozen.	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70
Hand, Diston's, dis. 10, 12½ p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Diston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 00	0 75

SAW SETS.		
"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting, " "	6 87	7 00

SCALES.		
Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.		
Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.		
Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.		
Sargent's, per doz.	0 65	4 00

SCREWS.		
Wood, F. H., iron, and steel, dis. 77½ p.c.		
" R. H., " dis. 72½ p.c.		
" F. H., brass, dis. 75 p.c.		
" R. H., " dis. 70 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
" iron, " "	4 25	5 75

SCYTHES.		
Discount, 60 p.c. revised list.		

SCYTHE SNATHS.		
Canadian, dis. 40 to 45 p.c.		

SHEARS.		
B. & W., japanned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, japanned, 80 p.c.		
" N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
japanned handles, 67½ p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.		
Sliding door, per set.	0 77	1 40

SHOVELS AND SPADES.		
Canadian, dis. 42½ p.c. special brands net price.		

SIEVES.		
Wood rim, black, per doz.	1 05	1 10
" tinned, " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black, " "	1 80	2 25

SNAPS.		
Harness, German, dis. 35 to 37½ p.c.		
Acme, " "	3 00	5 00
Lock, Andrews, " "	4 50	11 50

SAPOLIO.		
In 1 or ½ gross boxes, per grs.	0 00	11 30

SOLDERING IRONS.		
Per lb.	0 00	0 24

WROUGHT SPIKES.		
Discount, 20 per cent.		

SPOKE SHAVES.		
Wood, English	1 80	5 00
Iron, American.	1 35	2 35

SPOONS AND FORKS.		
Tea spoons, per gross.	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.		
Iron, per doz.	1 65	2 90
Steel, dis. 70 and 10 p.c. rev. list.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.		
Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.		
American, dis. 25 p.c.		

STOVE POLISH (CATCHPOLE'S).		
Stovepipe varnish, enamelled cans, per doz.	1 75	
No. 1 stove paste, per gross.	9 00	
No. 2 " "	4 80	

STONE.		
Washita, per lb.	0 28	0 50
Hindustan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
Axe, " "	0 00	0 15
Turkey, " "	0 00	0 50
Arkansas, " "	0 00	1 50
Water-of-Ayr, " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.		
Leather carpet, 30 p.c.		
B. B. B carpet, blue, dis. 50 p.c.		</

THE PEOPLE'S Building and Loan Association (INCORPORATED)

Head Office - - London, Ont.

When business is prosperous every merchant should put by a regular monthly sum in our Class "A" stock. It will be available when you need it most. \$3 deposited monthly is estimated to mature a \$500 certificate in 7½ years. Larger amounts in like ratio.

Security, first mortgage loans—the basis of wealth.

Money loaned to buy a home, to build, to re-model the old house or pay off old mortgages.

Agencies in all the principal towns and cities in Ontario.

Write for manuals and name of resident agent in your locality.

Do not delay. It will pay you.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices : Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors Island City Coach Varnishes Island City Dry Colors

Are used by the largest carriage builders.

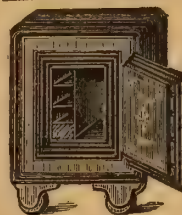
P. D. DODS & CO.
MONTREAL

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



Champion Fire and Burglar-Proof Safes..

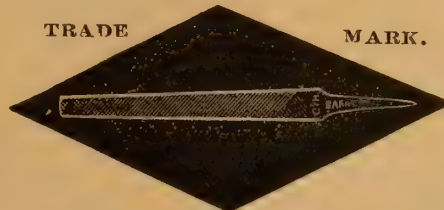
Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S.S. KIMBALL
577 Craig St., Montreal, P.Q.

BLACK DIAMOND

TRADE

MARK.



FILE WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

E. B. EDDY'S

ROLL PAPER CUTTERS

Sizes from 4 to 60 inches wide.

Are the simplest machines of their kind. They cannot get out of order, and to the retailer are steady economizers of paper.

Made to fasten to the counter, underneath if necessary, to save space.

The E. B. EDDY CO. Limited

HULL, Quebec

FALL GOODS

Elbows

Stove Boards

Stove Shovels

Lanterns

Coal Hods

Stove Lifters

and

Pokers

WRITE FOR PRICES

THE

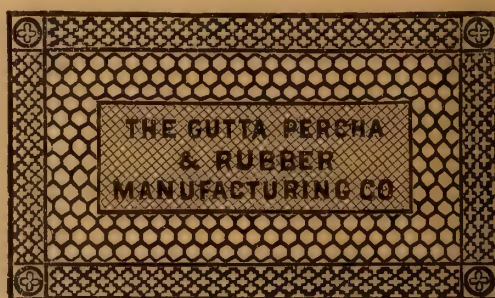
James Robertson Co. Ltd.

TORONTO

BELTING, HOSE, PACKINGS



**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

SKATES for the Holidays

They have been going fast, but we still have complete range of sizes in No. 3, 5, 7 and 10 quality.

GENUINE ACME ALSO STARR HOCKEY NOS. 5, 7 AND 10

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

. . . TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, JANUARY 11, 1896.

No. 2.



MAGNOLIA METAL



— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office : 75 Queen Victoria St.
Chicago Office : Traders Building.
Montreal Office : H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

STILL AHEAD WITH

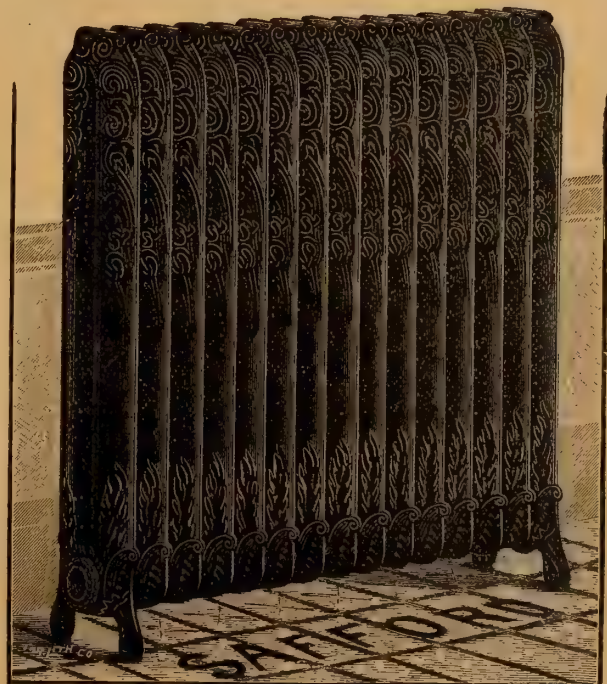
“Safford” Patent Radiators

FOR HOT WATER AND
STEAM

HEATING

USED BY THE
GOVERNMENTS OF
EVERY EUROPEAN
COUNTRY.

Positively no other heater made to compare with
the “SAFFORD.” Handsomely ornamented.
Never leak. Made only by



The Toronto Radiator Mfg. Co.

Largest Radiator Manufacturers
Under the British Flag.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . . .

Fine Builders'
Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

Our
New
Building
Is . .
Now
Ready



NEW ADDRESS

125 and 127 Queen Street
East . . .

**TORONTO STEEL-CLAD BATH
AND METAL CO. LTD.**

123 QUEEN ST. EAST

TORONTO, CAN.

YOU WANT OUR _____

*Factory
Milk Can
Trimmings*



THEY ARE MADE TO STAND THE WEAR AND TEAR

THE TRADE ENDORSE THEM

THE PEOPLE USE THEM

YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 11, 1896

No. 2

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - 146 St. James St.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

NO IRON PRODUCED IN AUSTRALIA.

A MOVEMENT is on foot in New South Wales to develop the iron resources of that colony.

At a meeting held recently in Sydney it was stated that the colony, of which it is the capital, annually imported about 170,000 tons of pig iron, while the imports of iron and steel in its crude and manufactured state equals about \$12,500,000. It is estimated that the pig iron requirements of the colony will be about half a million tons by 1920.

It may be a surprise to some to know that not a pound of iron is produced in any of the seven colonies comprising Australia, yet such is a fact. And it is not because that part of the world has no resources from which to draw the necessary material to make the iron. Australia is rich in iron ores. And yet they are as if they were in Europe, as far as their development is concerned.

Iron is distributed throughout Australasia. In New South Wales particularly, there are important deposits of rich iron ores, and that, too, with coal and limestone in unlimited supply. The most extensive fields are in Mittagong, Wallerawang, and Rylstone districts, which are estimated to contain 12,944,000 tons of ores, containing 5,853,000 tons of metallic iron.

Attempts to make iron have not been wanting. According to the Statistical Year Book of 1894, works for the manufacture of iron from ore were established at a place named Estbank, near Lithgow, but although the works still exist they have

ceased to turn out pig iron. They are now employed in re-rolling old rails, and manufacturing iron bars, rods, nails and ordinary castings. The metal that these works treated when turning out pig iron was red silicious ore, averaging 22 per cent, and brown hematite, yielding 50 per cent. metallic iron. Coal and limestone are found in abundance around Estbank. New Zealand is in the same position as Australia regarding absence of iron works. Works were at one time erected on the west coast of that island for the treatment of local titanite iron ore, but they proved unprofitable and were eventually closed.

Magnetic ores are found in Western Australia, as well as in New South Wales. Hematite ore is also found in abundance in the former colony, but the want of cheap labor for its development appears to be the chief drawback. Manganese exists in all Australian colonies. Although little has been done to utilise the deposits, it is anticipated that with the development of the ores of New South Wales they will be extensively used.

One of the propositions made for the development of the iron resources of New South Wales is that the Government of that colony shall place with the gentleman who makes the proposition an order for all the steel rails (estimated 200,000 tons) the Government railways will require for the next seven years, and giving a bonus of 10 per cent. over English price, freight, insurance and interest added. This granted, works shall be started within the next twelve months.

This can hardly be called an immodest proposition, considering the protection and bounties given by some other iron producing countries.

Although Canada's iron resources are comparatively so little developed, yet we are obviously far in advance of our fellow colonists in Australia. In 1894 we produced 109,991 tons of ore, valued at \$226,611. This was 14,711 tons less than in 1893, but 41,013 tons more than in 1891.

Of pig iron we produced 62,522 tons in 1894, or 45 per cent. of our requirements, and 28,767 tons of steel.

Besides, it may be interesting to note that we last year exported to Australia \$2,182

worth of hardware, \$435 worth of machinery, etc., and \$136,401 worth of agricultural implements.

With United States pig iron not now a factor in the Canadian market, and with eight smelters in operation, instead of seven before the Hamilton blast furnace went into operation a couple of weeks ago, we may naturally expect to see an increased output of domestic iron.

THE PROPOSED MERCHANTS' CONVENTION.

IT is to be hoped that the different business men's associations throughout the country will second the efforts of the Retail Grocers' Association of London to hold a convention some time during the summer months.

The business men of this country are badly in need of affinity. No community of merchants needs it more.

What local associations the country can boast of are, as a rule, but poor sickly things, owing to the chronic apathy which afflicts their members. And while two associations will occasionally correspond upon some question of interest to both, yet, as a rule, the one does not half the time know whether the other is dead or alive.

The immediate result of the proposed convention may not be the creation of a provincial association. But immediate results would be obtained in the formation of acquaintanceships, the interchange of ideas regarding the actual management of business, and the interchange of ideas as to the best methods to be adopted to remedy the evils in trade, particularly those which depend on action from within and not from without.

While each business man of the country remains wrapped up in himself, or each of the few associations there are make no common cause with the others, their interests will continue to be subservient to other interests, united, but incomparably less important.

The greatest evils that menace trade to-day are created by factors within and not without. Legislation cannot remove them. But merchants themselves can if they will sink petty jealousies and act in unison.

Let the convention be held if no organic union results therefrom. Sympathies will

be excited and united at any rate. The more tangible union will come by-and-by; and the oftener there is a fraternization the sooner will the desideratum be obtained.

As things exist to-day the merchants of the country are, like the sons of Noah, trying to build a tower into which they can enter for safety from floods present and floods prospective, but their structure makes no headway because of the confusion which comes of disunion and mistrust.

FURTHER DECLINE IN GREEN WIRE CLOTH.

Weakness of a pronounced type appears to have seized upon the market for green wire cloth.

A few weeks ago we had occasion to announce a decline in price to \$1.75 per hundred square feet. And this week we have to report a still further drop.

Green wire cloth to-day is selling at \$1.60, a depreciation of 15c. per hundred square feet.

The decline is due to American competition. The association across the border has collapsed, and the manufacturers there, in the process of fighting each other, are extending their warfare into Canada; hence the lower prices on the home-made article.

It is thought that the figures now obtaining will succeed in keeping out green wire cloth from the United States. At any rate, it is claimed that the present price does not leave a living profit, if a profit at all.

Some, if not all the jobbers in the country, will meet the reduction on the orders they now have in hand.

A year ago, the price of green wire cloth was \$1.95 per hundred square feet. And as both raw material and wages are higher now than then, it does not seem probable that figures lower than those now obtaining will be seen.

GLASS VERY STRONG.

The strength of the glass market is as noticeable as ever, and it is accentuated by the advices which are received from abroad from time to time.

Cables that came to hand this week from Belgium, both to W. H. Cottingham & Co. and A. Ramsay, of Montreal, were the strongest for some time. They did not quote an actual advance at primary markets, but explained that the probabilities of a rise were so clear that it could be almost considered a certainty.

It is difficult to say whether, if a rise did occur in Belgium, actual prices, ex store in Montreal, would be quotably changed. However this may be, if there is any advance at primary points it is certain, considering the present first cost, to mean higher prices for spring importation.

Another fact worthy of note is that supplies in general in second and third hands

are not heavy, so that there is no large stock held back which affords any great margin to play on.

FOOD FOR SATISFACTION.

There is probably no better indication of the condition of a country's trade than the character of its railway earnings. To this doctrine all leading commercial nations subscribe.

A railway depends largely for its earnings upon the trade of the locality which it traverses. When trade is bad the earnings of the railway naturally reflect the fact. Consequently, the doctrine that the earnings of the railways indicate the condition of a country's commercial health is based upon facts, not theories.

This acknowledged, it is gratifying to note that the earnings of the Canadian railways show a satisfactory increase for the months of December and November last.

For December the earnings were 8.4 per cent. larger than for the same month in 1894, while in November they were 10.9 per cent. larger than in 1894.

These increases are all the more gratifying from the fact that they are 2 and 2.3 respectively larger than were the increases of the United States railways for the same periods.

In the trade situation in Canada there is much food for satisfaction. What we want is confidence in our country, confidence in ourselves, and courage to put our confidence into practice.

MEANING OF FIRST AND SECOND BREAKS.

A subscriber writes:

As a subscriber to *HARDWARE AND METAL* would you kindly grant me the following favors: Send me the meaning of breaks in glass, and the difference between first and second break; also kindly send me a list of all the discounts in connection with the hardware trade.

Remarks: In regard to glass, up to 25 united inches is considered first break. This means that you add the length to the width. For instance, 10 x 14 is 24 inches. This comes in first break. Again, 10 x 16 equals 16 inches. This comes in the second break. What the breaks are will be learned by examining our quotations in the prices current. It might be mentioned that the first two breaks are carried in both 50 and 100 foot boxes, but all over 40 united inches are stocked in 100 foot boxes only. Beyond 40 united inches is, as a rule, imported in 100 foot boxes only.

For information regarding discounts in the hardware trade we respectfully beg to call our subscriber's attention to our prices current and market reports. They embrace most of the discounts there are in the trade. If there are any articles which are not enumerated, and which our subscriber desires to know the discount thereon, *HARDWARE AND METAL* will be pleased to furnish him with the information.

THE EDITOR.

CANADA'S FOREIGN TRADE FOR 1895.

THANKS to the special meeting of the Dominion Parliament for the purpose of introducing remedial legislation regarding the Manitoba school question, the country is in possession of the Trade and Navigation Returns a month or two earlier than is wont.

It has always been a source of annoyance to newspaper men and others who are interested in dissecting the foreign trade of the country to be compelled to wait some eight, nine, and even ten, months after the close of the fiscal year, for the blue book before they could do so.

The aggregate foreign trade of the Dominion for the fiscal year ending June 30 last was \$218,891,314, a decrease of \$11,727,618 compared with last year.

Of the aggregate trade \$113,638,380 were exports and \$110,781,682 imports. Omitting the bullion and coin from both years our exports are shown to be \$6,372,085 less than last year. In total imports there is a decline of \$12,693,258, although in goods entered for home consumption only the decline is but \$7,841,472.

The decline in the imports, while not by any means a subject for congratulation, is not a matter of great concern. During the fiscal year of 1894-5 Canada felt the effects, in a minor degree, of the depression which existed in the United States in 1893-4. Being so closely connected with her by commercial relationship it could not well be otherwise. In consequence of this merchants of all descriptions anticipated their wants to a much less extent than usual. Under such conditions imports would naturally suffer. But when we come to consider that the decline in goods entered for home consumption was in percentage about 6.2, the figures lose some of their darkness. And when we remember the decline there was in prices they actually approach a stage where congratulation is in order.

The proportion of free to dutiable goods for 1894 and 1895 respectively was 44.24 and 43.80, or .44 per cent. in favor of the former year, an insignificant amount, indeed.

A striking feature of the report is the increase in our exports to the United States. While we sent \$6,671,866 worth less to Great Britain, and our shipments fell off to France, Germany, Spain, Portugal, Italy, Holland, Belgium, Newfoundland, South America, China and Japan, our sales to the United States aggregated \$41,297,676, or \$5,487,736 larger than a year ago. Our exports to Great Britain were \$61,856,990. The imports from Great Britain for home consumption were \$31,131,737, and from the United States \$54,634,521. Our aggregate trade (exports and imports) with the two countries was \$92,988,727 and \$95,932,197.

BIG REDUCTION IN TACKS.

SOME important and radical changes were made in tacks this week by the manufacturers of this article at the meeting held in Toronto. The changes, with one or two exceptions, are all in the direction of lower prices and are indirectly caused by the collapse of the Tack Association in the United States.

Roughly speaking, the reductions range all the way from 2½ to 16 per cent.

Iron wire or soft steel shoe rivets, up to 17 gauge, it was decided to fix at 7c. per pound.

The list on trunk tacks, blued, black and tinned, was cancelled, and they will hereafter be charged on the Swedes' list.

The list price on trunk and clout nails is now: Black, one inch and longer, 16c.; tinned, one inch and longer, 22c.

The list price on six-ounce box tacks has been cancelled and that size tack abolished. This size tack has become obsolete, hence its abolition.

The discount list on tacks to the hardware trade is now as follows:

	New.	Old.
Strawberry-box tacks	60	60
Cheese-box tacks, blued	66½	60
Trunk tacks, black	60	50
" tinned	66½	50
B.B.B. iron carpet, blued	60	50
" " tinned	66½	57½
B.B.B. iron carpet, bright or blued (in kegs)	30	25
B.B.B. iron carpet, tinned (in kegs)	30	25
B.B.B. cut tacks (in bulk or dozens)	30	45
B.B.B. cut tacks (in dozens, 1 to 6 oz.)	45	..
B.B.B. cut tacks (in dozens, 8 to 24 oz.)	30	..
B.B.B. cut tacks, ¼ weight	40	40
" " tinned	45	45
Swedes, cut tacks, genuine, blued and tinned	52½	50
Swedes, carriage tacks, American, blued	60	60
Swedes, upholsterers', genuine	50	50
Swedes, upholsterers', American, 1 to 6 oz.	60	60
Swedes, upholsterers', American, 8 to 24 oz.	66½	..
Swedes, carpet, blued and tinned	35	35
Swedes, gimp, blued and tinned	35	35
" lace, blued and tinned	35	35
" brush, blued and tinned	40	40
" pail and miners'	35	35
Zinc tacks	35	..
Copper tacks and nails	60	45
Leather carpet tacks	30	30
Trunk nails, black and tinned	65	55
Clout nails	66½	55
Cigar box nails	45	45
Lining nails in papers	10	15
" in bulk	15	20
" solid heads, in bulk	42½	42½
Saddle nails in papers	10	15
" in bulk	15	20
Tufting buttons, 22 line	55	57½
Tinned capped trunk nails	15	15

HE BECOMES A PARTNER.

The iron and hardware trades will be interested to know that Mr. W. S. Leslie, who until about a year ago represented A. C.

Leslie & Co., of Montreal, in Toronto and the west, has been admitted a partner in the firm, the style remaining unchanged. Mr. Leslie has for some time been the firm's chief assistant, and **HARDWARE AND METAL** congratulates him on his elevation to a still more responsible position.

DECLINE IN BARB AND PLAIN TWIST WIRE.

The result of the demoralization of the wire trade in the United States, owing to the practical collapse of the association there, has had its effect on the Canadian market.

The Canadian manufacturers, at a meeting held in Toronto this week, taking into consideration the situation on the other side, decided to reduce prices twenty-five cents per 100 pounds.

The price is now \$3 25 per 100 pounds for barb wire and \$3 per 100 pounds for plain twist wire.

Some changes have also been made in the terms. The price is the same in Ontario, Quebec and the Maritime Provinces, while the freight is prepaid on 1,000-pound lots to all points where the rate does not exceed 25c. per 100 pounds. The terms of payment are as before, namely, 60 days or 2 per cent. off 30 days.

POUND PAPER BOX HORSE NAILS HIGHER.

Horse nails and horseshoes have not suffered much change as a result of the manufacturers' meeting this week. In fact, the only change that has so far been made is in one pound paper box horse nails, on which an extra half-cent per pound has been added to cover the cost of packing. Prices on horseshoes were confirmed.

BY THE WAYSIDE.

By SCOTT MACKERROW.

"WERE'S the boss?" I asked as I strolled into J. H. Rowe's store, Dunnville. "Up at the Baptist church," was the reply. And feeling that as the mountain was unlikely to come to Mahomet, Mahomet would have to repair to the mountain, I wended my way to church (?) After greeting me, and in reply to my query, "What are you doing?" he said: "I think I am one too many for the Electric Light Co. I am interested considerably in church work, and, wanting to light up the basement of our church with the incandescent light, I asked the company if they would make any reduction in price charged for arc light in church. Being answered in the negative, I racked my brain for a scheme to get ahead of them, and finally struck upon the plan of making a hole through the floor. And on Wednesday and Friday nights the arc light above can be lowered into the basement, and now

we will get three nights' light for 50c. per week instead of one." I concluded Mr. Rowe had his eye teeth cut.

"Our town horse had quite an adventure the other day," said Mr. F. S. Green, of Waterford, to me recently. "Not that I would give you to understand that ours is a one-horse town," he hastened to add, noting my smile. "While Jumbo is known as our town horse, there are others; but the incident was that he was crossing the M.C.R. track with a load. The engine of the way freight backed down and struck the cart. Jumbo, however, placed his feet firmly in the mud, and the result was that the shafts were pulled clean out of the dray, and Jumbo walked off quite unconcernedly. I tell you, Mac," he concluded, "we are stayers in Waterford."

I had just boarded the T. H. & B. at Waterford, and, as it pulled out, I sat ruminating over the prospects of the future of our railroads. I thought of the autocracy of the C.P.R. management, and the slowness of the G. T. R., and perhaps I thought that I might say a word in season, Mister Hayes, surr. The T. H. & B. will bring us up standing. So it did. For passing Scotland without any eventful occurrence, we pulled into Mt. Pleasant, where I found that on'y the platform had been constructed, the men having gone to Hamilton to help complete the tunnel there. We waited five minutes, when I heard the brakesman shout: "Hurry up! if you are coming with us," and looking out I could see in the distance a man bravely making his way towards the station (I mean platform), but very much out of breath, owing to his wild gesticulation to attract attention, and also the shortness of one leg, which was somewhat of an impediment. We waited and waited. But ye gods! what road can offer such accommodation as this, or what company possesses such obliging officials as the T. H. & B.? For, to shorten a long story, our lame friend came into Brantford with us.

I note with pleasure the election of W. H. Jones, as Mayor for the town of Ingersoll, Mr. Jones carries on one of the most extensive hardware businesses of this thriving town, (which boasts of several very large manufacturing plants, and ranks as one of the foremost in the province). Mr. Jones has always shown himself to be an energetic, enterprising, and straightforward business man, and is well worthy of the honor that his fellow citizens have conferred upon him. As in business, so in his official capacity. Mr. Jones will give nothing but his best efforts, so that Ingersoll will find the honor redound to their good, and may rest happy in their choice of Mayor.

I feel I am voicing **HARDWARE AND METAL'S** sentiments in offering hearty congratulations.

DROPS FROM THE EDITOR'S PEN.

An adder, but without a sting, is he who adds up accounts in an office.

The trade paper is a teacher to the clerk, a guide to the buyer, and a help-meet to the seller.

Everything else may be shoved into a corner, but for ability there is always room in the world.

A regrettable fact is it that merchants who live beyond their incomes sometimes live beyond their time.

Food for consolation is the thought that failures of last year can be made the foundation of success this year.

Dr. Jameson, of South Africa fame, is evidently a bore, but still, the Boers have nothing in common with him.

Men without opinions will not develop enough energy to keep themselves warm, much more set the world on fire.

Progressive ideas that have been conceived with the New Year should be brought forth before they become addled.

Merchants who are the freest in giving credit are usually the ones who most quickly bring discredit upon themselves.

People who are always hunting for bargains sometimes get more than they bargain for—dissatisfaction instead of satisfaction.

Judging from the tone of the exchanges from there, people who have gone into mining in British Columbia have not got into a hole.

Clerks should not flirt with a business which is incompatible with them. Select a business that is compatible and then marry it.

Thought is the germ from which business men spring. Consequently, if thought be absent the merchant proper cannot be present.

He who does not know at least the rudiments of the art of advertising can scarcely be said to have mastered the details of his business.

The voice is not the goods nor the goods the voice, but the selling of the goods often depends upon the tone, if not the quality, of the voice.

Most of us are full of contradistinctions: we are always prospecting for low priced goods, and yet when prices are low we are

as pesky as an old maid who has just made her ninty-ninth and ineffectual attempt to entrap a man.

Failures in life are due, not so much to over-competition as to the fact that men essay to be what nature never intended they should be.

How can a Cabinet that requires to be "schooled" in common sense be expected to deal intelligently with the Manitoba school question?

No footprints in the sands of time will he leave who finds time hanging so heavily on his hands that he wastes golden moments in trying to kill it.

If ten per cent. of what has been lost to the country through bad roads could be collected, we could construct roads good enough for the most fastidious.

By three fires last year Toronto lost \$2,490,000. Let us hope that the only fire that will visit the "Queen City" in this year of grace will be the fire of business enthusiasm.

He who declares cash down shall be his business motto will need to keep up a great deal of courage if the motto is not to be like a clock with no tick.

An advertisement in a bright paper reflects the common sense of the advertiser, but an advertisement on a mirror reflects the lack of sense of the advertiser.

A trade contemporary talks about "The Coming Department Store." I thought the department store was here. What most merchants are interested in is the going department stores.

A Chicago paper has magnified into formidable warships, that could blow United States cities sky high, Canada's three little fishery protection steamers with their crew of half a dozen men that ply the upper lakes. If there is as much exaggeration regarding what the United States would do to Canada in the event of war, small indeed must be the injury that our neighbors can do this or any other country.

HARDWARE LINES AS MEDICINE.

The hardware store in its modern development, remarks Stove and Hardware Reporter, is a very complete medicine chest. The stove department of most stores will supply a pretty good remedy for indigestion; the sporting goods stock will furnish the means for correcting imperfect physical development, and the bicycle can be recommended as an excellent general tonic. Even incurable diseases, it may be added, can be cured by consulting the firearms stock.

MAIL TRANSMISSION OF SAMPLES.

The chief post office inspector has answered a complaint made to him in regard to delay and damage occurring to samples transmitted through the posts.

He states that it is the wish of the department to afford all facilities and conveniences to the mercantile community in this connection. As to delay, he advises that the best method of avoiding it will be to mail samples some time before the close of the mail. Otherwise, as regular letters are given the preference, they may be subject to delay.

THE COXHEATH COPPER MINES.

The project of developing the well-known Coxheath property, in Cape Breton, has been laid before the Dominion Government by a deputation led by Mr. H. F. McDougall, M.P. for Cape Breton, and Mr. J. A. Gillies, M.P. for Richmond. The North Sydney Herald has briefly stated the proposal, as submitted to the Cabinet Ministers, that a bonus be granted on the principle of the present iron bounties upon the output of pig copper and electrolytic copper, the latter being the product of a still further process of refinement. The copper ores mined and treated in this country now are simply smelted into "matte" and this exported in a crude state.

At Coxheath the company have an unlimited supply of high grade ore, and if the bounty be granted will erect reduction, smelting and refining works which will cost in the neighborhood of a million dollars, disburse another million yearly in wages and other outlay, and give employment to at least one thousand men. It is proposed to erect the works on a deep water site on North Sydney harbor, which would make them available for the treatment of the rich copper ores now mined on the Newfoundland coast, a little over 100 miles away. Extensive plans and prospectuses were submitted and the Ministers were apparently favorably impressed with the scheme.

SHIPPING AT ST. JOHN, N. B.

Our St. John, N.B., correspondent writes: "The fact of the large shipments going forward from St. John, as a winter port, is still a matter of great interest to all here. The Donaldson line, which comes here without a subsidy, is well pleased with the business they are doing. The value of the cargo shipped by ss. Lake Ontario was about \$95,000, fifteen of which was local freight. Large quantities of American flour, oats and corn are going forward. The shipments of live stock are very important to us, and are increasing. For that going forward by the Concordia, forty tons of hay and fifteen tons of oats were bought here. It is reported one of the Allan Line will make a trip here. There is also an effort being made toward a direct line to Porto Rico. There are now direct steamers between Halifax and Porto Rico."

THE REAL AND THE UNREAL BUSINESS PAPER.

By Nath'l C. Fowler, Jr., Doctor of Publicity, New York

Imitation is the order of the day.

Imitators are everywhere.

The real and the unreal live side by side.

The good and the bad are neighbors.

There are trade papers which are trade papers.

There are trade papers which trade on the trade, and have nothing to trade with.

The profitable trade paper is very profitable.

First-class trade papers make money.

All first-class men are successful.

All honest men succeed.

Dishonest men try to, and sometimes do.

There are papers masquerading under the names of legitimate publications which are nothing more nor less than advertisements bound together in pamphlet form.

There are so-called trade papers which have no circulation, and which cannot get any circulation.

There are trade papers run by men who know nothing about the trade they represent.

The popular impression that all trade papers are successful, has thrown upon the market numerous illegitimate publications which attempt to float on the water which has passed, and to sail by the wind of others.

A trade paper can be three-quarters advertising, and yet be a good trade paper.

A trade paper can be half clippings, and yet be a real trade paper.

The trade paper which is all sample copies is illegitimate—it has no right of existence.

The trade paper which is all clippings is not a real publication.

The trade paper which is all advertising cannot be classed in the first-class.

The trade paper which is a trade paper, is the paper which contains part advertising, part original matter, part clippings, and is of interest and benefit to its readers, and such a trade paper is obliged to have circulation.

The trade paper which contains nothing but puffs is not worthy of publication.

The trade paper which has all of its reading columns for sale, and which sells nearly all of its reading matter space, is worthless as an advertising medium.

The trade paper has a perfect right to print a paid notice. Every publication, excepting a few of the magazines, do that.

The trade paper can legitimately speak well of its advertisers—it ought to do that—the advertisers expect it.

The trade paper which speaks illy of those who do not advertise in its columns is a

“Drive thy business let not that drive thee”

This was one of the wise sayings of Benjamin Franklin. It behooves every man of business to bear it in mind. Don't get into a rut. Keep moving along. Keep progressing. Business, like other things, is constantly changing. Improvements are being made every day in all branches of business. Better paints are made now than ever before. Better paints are wanted now than formerly. The old kinds won't do any more. The Sherwin-Williams Paints embrace the very latest improvements in paint making. They are made to wear well, to last long, and to look well. They can't be bought just as cheap as ordinary paints, but they are the most economical the consumer can use because they go so much further. We are prepared to prove all we claim for them.

WALTER H. COTTINGHAM & CO.

Manufacturers for Canada

MONTREAL

trade paper which has no standing, and which is worth little.

There are trade papers in the country which are nothing more or less than black-mailing sheets, which the Government ought not to transmit through the mails, and which are a detriment to the trade they represent, and to the honesty of the craft.

The legitimate trade paper, the trade paper of character, and the trade paper which pays the advertiser, is the trade paper which carries a large amount of advertising, for such advertising is as valuable to the reader as the reading columns themselves, for these pages of advertisements present pictures of progress, and tell buyers what to buy as well as where to buy.

The legitimate trade paper contains a reasonable amount of reading matter, part of it original and part of it copied.

The legitimate trade paper balances its advertising with its reading matter, and its reading matter with its advertising.

It prints legitimate reading notices.

It speaks well of its advertisers, but it is not a paper of puffs—it is a paper of news and comment, simply the right combination of all that which makes up a first-class publication.

Beware of the trade paper which has a different rate for every advertiser.

Look out for the trade paper which does not stand on its own dignity and say to the

advertiser, “My space is merchandise. If you want it, you must buy it as you buy your clothes or your shoes.”

Look out for the trade paper which has a “Seeing-it's-you” concession for everybody.

Look out for the trade paper which puffs everybody indiscriminately.

The trade paper can be known by the quality of its representatives.

First-class advertising men work for first-class papers.

Second-class advertising men work for second-class papers.

The representative of the legitimate trade paper is a gentleman—a man worthy of your confidence—when he calls he is entitled to your consideration, and should be given an audience.

It is your business to discourage the illegitimate trade paper.

It is your business to encourage, with your money and your interest, the trade paper of character, for such a paper is as much a part of your business, and is as necessary to your business, as your desks and your counters.

CLEARING HOUSE RETURNS.

The following shows the clearings for the cities in Canada for the past two years :

	1894.	1895.
Montreal	\$546,600,000	\$583,160,000
Toronto	279,270,739	308,630,054
Halifax	58,778,098	60,978,524
Winnipeg	59,540,647	55,873,930
Hamilton	34,307,856	34,361,139
	\$969,497,940	\$1,043,009,347

HON. E. G. PRIOR.

HARDWARE having at last secured representation in the Cabinet of the Dominion, the trade may well be congratulated upon the fact that a better choice could hardly have been made than that of Lieut.-Col. the Hon. E. G. Prior, one of the members from Victoria, B.C., in the House of Commons. The accompanying portrait is from a photograph taken at Victoria a few months ago, and having studied it the reader need scarcely be told that British Columbia's first representative in the Ministry combines with good looks and a happy disposition more than ordinary ability and determination.

Col. Prior's "golden locks" have been immortalized in Hansard by the Bard of Regina; and the editor whom he has twice defeated at the polls has put it upon record in *The Victoria Times* that "the most elaborately written editorial has less influence on the mind of the average voter than a song from Col. Prior." The combination of amiable and sociable qualities which he possesses has made him equally popular with the fair sex who grace the galleries of the Commons and with the people's representatives upon the floor of Parliament, and there are probably few of his fellow-members who will not watch with friendly eye his progress in the career of soldier-statesman now opening to him.

Edward Gawler Prior was born at Dallowgill, Yorkshire, Eng., his father being the Rev. Henry Prior. He was educated as a mining engineer, and when twenty years of age came to British Columbia under engagement with the Vancouver Coal-Mining and Land Co. as assistant manager and engineer, serving them from 1873 to 1878. During that period—in 1875—he was elected a life member of the North of England Institute of Mining and Civil Engineers. From 1878 to 1880 he was Provincial Government Inspector of Mines, and during this responsible connection with the extensive collieries centring at Nanaimo, B.C., his manly qualities and the bravery he displayed in saving life on more than one occasion of mining disaster earned for him a name long to be remembered with respect and affection by the sturdy miners.

The hardware business, in which he has since been engaged, first claimed his atten-

tion in 1880, when Mr. Prior went into partnership with Mr. Alfred Fellows, purchasing a half interest in a firm which had been one of the prominent commercial institutions in Victoria since 1858—the beginning of things, practically, with that enterprising city, now the gem of the far west. Mr. Fellows was the founder of the firm, which shortly became that of Fellows & Roscoe, but Mr. Roscoe dying, the original partner conducted the business alone, until joined by Mr. Prior, as stated above. As Fellows & Prior it continued until 1883, when the founder's name, after twenty-five years, disappeared with the purchase of his interest by Mr. Prior. The latter was sole proprietor for five

his present position. The firm have branch houses at Vancouver, the terminus of the Canadian Pacific Railway, and at Kamloops, the centre of the inland agricultural district of British Columbia.

Their business consists of general merchandising in iron, steel, hardware, agricultural implements, wagons, buggies, and the several lines specially in demand in a territory where the mining industry, though yet in its infancy, has reached a stage of steady and rapid development. They are the agents for British Columbia for the Massey Manufacturing Co., D. M. Osborne & Co., American Bain Wagon Co., Chatham Manufacturing Co., Brantford Carriage Co., and many other well-known firms. Their business extends to every part of British Columbia—no small territory to cover, either—and they are easily the first house in their line: satisfactory testimony as to the way in which they have stood the test of thirty-seven years of commercial life.

Col. Prior has represented Victoria city and district in the Commons since 1888, when he was returned by acclamation upon the acceptance of the office of postmaster by Mr. N. Shakespeare, one of the then members. He had had two years' legislative experience, having been a member for Victoria in the Local Legislature from 1886, until he resigned to accept the higher honor in 1888. At Ottawa Col. Prior's ability and address soon brought him into prominence. In those days Cabinet representation for the Pacific Province was not thought of, and in any case, with so many seniors on the spot seeking the honor and emoluments of office, far-off British Columbia and the bright and popular stranger

would have stood no chance against the older men; but time and again, as opportunity offered, minor though coveted honors were bestowed upon him. In 1890, for instance, Col. Prior was chosen to command the rifle team to represent Canada at Bisley, where the commandant and his marksmen won golden opinions, which showed how wise had been the choice made. In 1894 and again in 1895 he was elected president of the Dominion Artillery Association. He was an honorary Aide-de-Camp to Lord Stanley of Preston, and has had the honor of serving the Earl of Aberdeen in the same capacity. Though at Ottawa Col. Prior first came



HON. E. G. PRIOR.

years, and then took into partnership Mr. G. F. Mathews, an Englishman, who had been for some time in his service. That year, 1888, they erected the splendid block on Government street, which has since been hardware headquarters in British Columbia. In 1890 they formed the present existing limited liability company of E. G. Prior & Co., of which the Hon. E. G. Prior is president and Mr. G. F. Mathews vice-president, while the responsible office of manager is held by Mr. G. W. Wynne, who entered the service in early boyhood, in the days of Mr. Fellows' proprietorship, and thus has had a training well fitting him for

SMOKELESS

The Highest
Development
in
Smokeless Powder
For Shotguns

HAS NO EQUAL!

No Smoke . . .
Long Range
Reliable . . .
Great Results
Waterproofed
Low Pressures
High Velocity
Extra Hardened
Great Penetration

*Smokeless {SS} Sporting
Powder*

For Shotguns.

*Smokeless "Rifleite .450" Rifle
Powder*

For Sporting, Express and Military
Rifles of .360 to .577 Bore.

*Smokeless "Rifleite .303" Rifle
Powder*

For 303 Lee Metford and other Mag-
azine Rifles of .236 to .315 caliber.

*Smokeless "Rifleite .250" Rifle
Powder*

For .25-20 and similar calibers.

*Smokeless Revolver Rifleite
Powder*

For Revolvers of all calibers.

LEWIS BROS. & CO.

Sole Agents . . .

 **MONTREAL**

into notice in connection with military affairs—in which he is an enthusiast—Victoria's representative was not a man of but one idea; and he quickly made his influence felt in the House, the caucus, and—most important of all—the departments, where he and his colleague, Mr. Earle, have from the first proved themselves stalwart champions of the rights of their constituents and their province at large. Neither of them has taken up much of the time of the House with speech making, which on the part of a private member counts for but little, but upon proper occasions Col. Prior was found to be a ready, forceful and fluent debater; so that any department of which he is the parliamentary head is not likely to suffer from the manner in which he will represent it in the House.

Since 1888 Col. Prior has been the officer commanding the British Columbia Garrison Artillery, which honor he attained by promotion through the several commissioned ranks, in each of which he was a model officer; and under able and popular direction the corps has flourished to a remarkable degree, in the face of exceptional difficulties and drawbacks.

TRADE CHAT.

WILLIAM THOMAS HODGENS, oil merchant, of London, Ont., was united in marriage the other day to Miss Ida Gwendolyn Owen, youngest daughter of Mr. L. Wade Owen, of the same city.

Building operations in Hamilton last year cost \$279,070.

James Ferres is suing the Hamilton Hardware Company for \$200 for alleged breach of contract.

The Drummond Electric Co., with a capital of \$10,000, has been incorporated by the Quebec Government.

The Halifax Electric Tramway Co. have received a 300 h.p. engine from the Robb engine works, Amherst.

Within a month or two the Wallaceburg Glass Works will have a box factory in connection with their plant.

The Aylmer Electric Light Co. will, at an early date, add a 1,000-light incandescent dynamo to their present plant.

A general store at Brookholm, a suburb of Owen Sound, owned by Chas. Lethbridge, was destroyed by fire on the 3rd inst. Loss about \$2,000; stock insured for \$900.

H. E. Walton has resigned as manager of the Kingston vehicle works, and has been succeeded by Mr. R. G. Watson, acting manager and superintendent.

The exports from Winnipeg during the past month showed a wonderful increase over the same month in 1894. The figures are: 1894, \$98,376; 1895, \$628,989. The exportation of wheat to Duluth was the

cause of the increase. Wheat, fish and furs, are the chief exports from Canada.—Free Press, Winnipeg.

Inglis & Son, Toronto, have agreed to the terms of pumping engine contract, as modified for the Water Works Department, Kingston, and will proceed with the construction.

Wheat is going east via the Canadian Pacific on an average of 140 cars a day. The interior elevators are being relieved and the Fort William elevators contain nearly 3,000,000 bushels.

Letters patent of incorporation have been issued to the Power, Rope and Belting Co., Ltd., the Bain Wagon Co., the Continental Twine and Cordage Co., and the Canadian Fibre Chamois Co.

The British Board of Trade returns for December show an increase in imports of £3,900,000 and an increase in exports of £1,680,000 during that month, as compared with December, 1894.

The spur line of the Michigan Central Railway running from the slip dock into the town of Amherstburg has been completed and trains started running. The new station will not be completed until the 1st of February.

The asbestos deposit at Trout Lake will be worked next season, the discovery having been made too late this year for anything to be done. It is said that the report on the samples taken out shows the mineral to be of excellent quality.

The Kerr Engine Co. has received a contract from the town of Walkerville for a \$10,000 pumping engine, with a capacity of 3,000,000 gallons in 24 hours. When it is placed the town will have a pumping capacity of 11,000,000 gallons a day.

Word has been received that seventheighths of the iron work for the new Osborne street bridge has been completed in Montreal, and the first shipment will be here in a few days, when work on the structure will be resumed.—Free Press, Winnipeg.

The City Travelers' Association of Toronto have elected the following officers: R. M. Corrie, president; W. F. Daniels, G. B. Curran, vice-presidents; R. W. Cherry, secretary; James Mortimer, treasurer; J. F. Smythe, chaplain; T. Holman, marshal.

Alex. Brown, of Seaforth, has invented an ingenious machine for cutting corn in the field. The machine is simple in construction, and is said to work satisfactorily. Mr. Brown claims that one man with a horse can cut as much corn with this machine as ten men in the ordinary way.

The drillers who are working on the Citizens' gas well at Ridgetown, report having gone through about ten feet of pure rock salt, and another thirty feet of salt and shale. This would appear to be rather discouraging, and a meeting of the company was held to

decide what to do in view of the fact that Clinton strata had never been reached. It was decided to petition the Town Council to make a grant of \$200 to complete the hole. Failing this it will likely be abandoned.

Several carloads of steel for the superstructure of the Port Stanley Railway bridges arrived at St. Thomas last week. The Montreal Bridge Co. had, according to The Journal, a large gang of men under pay here for three weeks waiting for the arrival of this material.

Pratt & Letchworth's malleable iron foundry and hame works, Buffalo, have shut down, throwing about 600 workmen out of employment. It is said the works may be closed permanently, but the members of the firm decline to make a statement at present.

Says the Amherst (N.S.) Sentinel: Work is still rushing at the car works and most of the men are working over time. Several electric cars for the Halifax street railway are nearly completed and also two sweepers for the same company. The firm has lately received an order from the I.C.R. for two large snow ploughs.

The death is announced of William C. Hobbs, an old and respected resident of London for nearly 35 years. Deceased for a long time kept a brass foundry and machine shop on Clarence street, but owing to old age was compelled to retire a few years since. He was a native of Prince Edward Island and was 89 years old.

At the annual meeting of the Chatham Manufacturing Co. the reports for the year were satisfactory, with a good prospect for business for the coming season. Already orders for fifteen carloads of wagons have been received, and it is expected that the factory will resume operations in a few days.

Mr. Dan. Mackenzie, the well-known commercial traveler, of London, Ont., left Sunday for St. Paul, Minn. Mr. Mackenzie has secured a two years' engagement with a large wholesale boot and shoe firm, and will have the state of Montana as his territory. He will be greatly missed here in athletic circles. He was for a number of years the representative of Whitham & Co., Montreal, and C. S. Hyman & Co., London.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

A BUSINESS-LIKE VIEW.

HOW much more imagination influences some men than facts do is illustrated by a couple of resolutions, one in each branch of Congress, looking to an international conference of American nations to protect each other from European aggression. All South America buys of us only about \$33,000,000 worth of merchandise in a year, while the British colonies alone buy more than double that; and the entire British Empire was our customer in 1894 to the enormous extent of \$520,000,000, or about an even ten million dollars a week. Commercially speaking, South America is worth nothing to us in comparison with British markets. Of course, if our national safety and our free institutions, and our liberty of conscience were at stake, we ought cheerfully to repeat the formula of Patrick Henry and demand liberty or death, regardless of business. That our liberties are in no respect endangered we shall not take the trouble of arguing; if

any one is dull enough to need argument on that head he is too dull to be reached by argument. No entangling alliances with foreign nations would be so dangerous to us as alliances with countries subject to political revolutions every two or three years, and most of them heavily indebted to Europeans who will some time or other insist on being paid. This country has never undertaken to guarantee the defence of any South American state; it has indeed distinctly refused to, and it has limited its interference with their concerns to the extent of its own interests. Three of the South American states declined four years ago our reciprocity overtures; between Chili and Peru 15 years ago we interfered just enough to make Chili dislike us, and not enough to win the affection of Peru; most of these states are military dictatorships, and their markets are markets for manufactured goods which the gentlemen now in control of the House of Representatives believe we cannot produce in competition with Europe; hence their desire for higher duties.—N.Y. Journal of Commerce.

THE COACH SCREW DEFINITION.

The Customs Department has changed its mind again and decided that a coach screw is not a bolt any more, but a screw, just as it was before the remarkable decision that a coach screw was a bolt. It is a bit mean for the Government to go back on the esteemed Hamilton Spectator in this fashion. The Spectator had itself persuaded that coach screws were not only bolts but hard boiled eggs, clam chowder and a box of poker chips as well.—Herald, Hamilton.

U. S. COPPER IMPORTS AND EXPORTS.

According to returns from the U. S. Bureau of Statistics the imports of fine copper in all forms for the ten months ending Oct. 31st, 1895, have been 27,232,077 lbs. as compared with 4,819,849 lbs. during the same ten months of 1894, while the exports for the ten months ending Oct. 31st, 1895 have been 101,038,000 lbs. as compared with 141,319,000 lbs. exported during the ten months ending Oct. 31st, 1894.

“Dead Shot Powder”

This well-known powder is becoming more popular every day, as it is easily superior to the best English powder in pattern, penetration and cleanliness.

WILL NOT CAKE ON THE BARRELS.

Canadian Agents

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

—TORONTO

THE COMMERCIAL TRAVELER.

IN THESE days of enterprise, push and energy, says Texas Sandwich, the drummer has come to be recognized as a commercial necessity, and the sensible merchant greets him as a friend and an essential factor in his business relations with wholesalers. Those who used to look upon the commercial traveler as they did a book agent or a lightning-rod peddler, and agree that they were nothing but expensive solicitors sent out to worm money from them, a service for which the retailers had to pay, have entirely disappeared, and he is considered a mutual friend who is not only a convenience, but a money-saver to the buyers, for he can see six or eight or a dozen merchants and sell them bills with as little expense as either of these buyers would be at were they compelled to visit the markets in person, to say nothing of the loss of time which would be occasioned by such visits, and thus the expense of buying goods is reduced to one-sixth or one-twelfth.

development in New York if reports are true. A Gotham jewelry house has, it is said, just turned out a wheel that is the first of the kind ever made. In order to insure strength and durability, it was necessary to have the supporting rods and the spokes of steel. All the rest of the frame is of sterling silver. The handle bar is of plain silver, with burnished ivory handles. The other silver parts are finely engraved by hand with repousse etching. The sprocket wheel is of plain silver, and the upright rod supporting the heavy leather saddle is of steel, with a silver jacket. The saddle itself is studded with silver nails. The cost of the machine, as it stands, is \$500. A silver lantern is being made to go with it, which will add from \$100 to \$200 to the price. It is a man's wheel, but a lady's wheel is being finished in the same shop. This wheel will be much more richly ornamented, and its price will be \$1,000. A lantern which is being made to go with it will be set with precious stones, and will cost several hundred dollars.

married at St. George's Church, Montreal, on Thursday, Dec. 26th, to Miss Edith, second daughter of the late George Hillman, of Birmingham, England, and immediately started west on their wedding tour. **HARDWARE AND METAL** tenders congratulations.

THEIR COW TIE PATENTED.

The B. Greening Wire Co., Hamilton, have just received a patent for the new cow tie which was placed on the Canadian market this fall. This will prove a very welcome Christmas box for that enterprising firm, for owing to the great success of their new tie foreign manufacturing firms were already preparing to place an inferior article, which is an infringement, in competition. Needless to say, the Greening Company will hold what they get and will not tamely submit to any infringement either by makers or those who would seek to import an infringing article.

A BURNING RECORD.

The following table was published by The N. Y. Journal of Commerce a few days



Then, traveling over the same territory from month to month he becomes familiar with the interests of his customers, and, with the honor and candor which characterizes the profession, he may usually be relied upon as an adviser and a counselor in the selection and purchase of a bill of goods. Black sheep have crept into the fold, it is true, as in every other profession, and the good have had to suffer because of their practices; but the black sheep has had to go, other objectionable characters have been relegated to the rear, and the weeding-out process has continued until the great army of knights of the grip is now composed of up-to-date business men who seek only legitimate methods, and no more gentlemanly, courteous or useful men can be found in any of the avocations of life.

A 500-DOLLAR BICYCLE.

While the bicycle has come to stay, and is already becoming a factor in the conduct of business, and in government and municipal service, there seems to also be a development of faddism among wealthy pleasure riders. It has about reached its ultimate

A CHEAP SHOT GUN.

Painchaud, Squire & Co., have had a successful season with Dumoulin's hammerless shot gun. Its cost was a favorable factor, the wholesale price being \$25, affording a really good firearm at a moderate figure. The accompanying cut gives some idea of the gun, which in appearance is more or less like other guns of the kind. It has many favorable points, its simplicity, strength and durability commending it particularly to the field shooter, while the price is amazingly low. That such a gun can be supplied at the above mentioned figure seems beyond comprehension. The side plates of the gun are removable, and the lock is very simple, consisting of but five pieces. It is made in 10, 12 and 16 gauge, and is fitted with the Marchal action and supplied with the Greener cross bolt.

A METAL ROOFING MAN MARRIES.

Mr. Wm. Ramsay, of the Pedlar Metal Roofing Co., Oshawa, has just returned from a profitable trip to the Maritime Provinces, and terminated a very successful year by joining the army of benedicts. Mr. Ramsay was

It deals with the fire record in the United States and Canada during 1895. The table is interesting, if not satisfactory, owing to the prominent position three Canadian cities occupy therein:

Toronto, Ont., newspaper building, etc.	\$ 750,000
Toronto Ont., business block	800,000
Macon, Ga., dry goods stores, etc	715,000
Halifax, N.S. elevator and dock property....	600,000
Toronto, Ont., business houses	1,140,000
New Orleans, La., cotton yard, etc.....	500,000
Kansas City, Mo., packing house.....	700,000
Milwaukee, Wis., dry goods store, etc.....	890,000
Pasadena, Cal., Hotel Raymond	500,000
Ardsmore, I.T., business portion of town ..	500,000
Montreal, Que., tobacco factory	500,000
San Francisco, Cal., various.....	1,000,000
Menomee, Mich., saw mill and lumber	500,000
Sprague, Wash., railroad property.....	1,000,000
Newark, N.J., tinware factory	500,000
Warren, R.I., cotton mills	1,250,000
New Orleans, La., rice mills	500,000
New York City, various	1,000,000
Chicago, Ill., several business houses	500,000

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

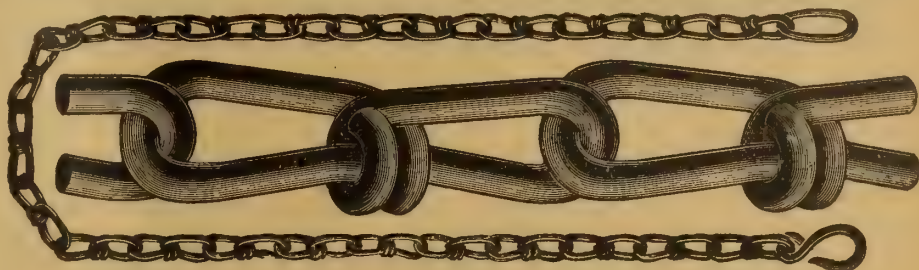
Works, Smythe Street St. John, N.B.



THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE.

PATENT BLUE TEMPERED
STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

HALIFAX TRADE GOSSIP.

WHOLESALE hardware firms are all engaged stock-taking. Some of the travelers have started on the road, and they will all be out in a few days.

There was great scrambling for the Halifax agency of the Columbia bicycle, held formerly by George Beamish. Cragg Bros. were offered the agency and have accepted it.

John W. Stairs, of the now defunct hardware firm of John Stairs & Co., it is understood, has accepted a position in a large hardware house in Sheffield, Eng. The business of the firm is about wound up.

The valuable property at the corner of Bedford row and Cheapside, familiarly known as the P. Walsh hardware store, and lately occupied by John Stairs & Co., is offered for sale.

At the annual meeting of the Lockport Iron Works Co., it was decided to close down the foundry for six months in order to settle some important business connected with its management. Enos Churchill was elected president and F. A. Bill secretary.

A cargo of iron ore, consisting of 1,000 tons, has been delivered here for the Ferona Iron Works. It came from the company's new mine at Newfoundland.

The car shops at Amherst have finished 40 coal cars for the I.C.R. They are constructing 18 box cars and two snow ploughs

for the I.C.R., and will soon begin work on 100 box cars for the Quebec Central. It will take the following material to construct 100 box cars: 400 tons wrought iron, 230 tons cast iron, 8,500 feet oak, 14,000 feet hard pine, 20,000 feet birch, 120,000 feet spruce, 180,000 feet pine, 175 kegs nails and 35 tons bolts. Over 11,000 tons of forgings were used at the car works in 1895.

The firm of George A. Wootten & Co., Antigonish, will henceforth be styled Hoben & Wootten. Mr. Hoben, representative in New Brunswick and Nova Scotia for seven years of Emerson & Fisher, St. John, N.B., dealers in tinware and kitchen furnishings, has become an active partner in the business. The new firm intend to add the wholesale tinware and kitchen furnishings to their present line.

ST. JOHN HARDWARE ASSOCIATION.

The annual meeting of the St. John Iron and Hardware Association was held on the 6th inst. at the Board of Trade rooms, St. John, N.B. The following officers and committee were elected: President, W. H. Thorne; vice-president, Thomas McAvity; secretary-treasurer, John J. Barry. Directors, J. C. Robertson, R. B. Emerson and S. Hayward. Executive committee, the officers and directors. Wholesale committee, W. H. Thorne & Co., T. McAvity & Sons, S. Hayward & Co. Kerr & Robertson, M. E. Agar, J. C. Robertson & Co. and Emer-

son & Fisher. Manufacturers' committee, J. C. Robertson, of the Portland Rolling Mills Co.; Geo. Ketchum, of I. & E. R. Burpee & Co.; Jas. Pender, of James Pender & Co.; R. B. Emerson, of Emerson & Fisher; Geo. McAvity, of T. McAvity & Sons, John Robertson, of J. Robertson & Co., and S. Sheraton, of Sheraton & Whittaker. It was decided to hold the first dinner of the association at the Aberdeen on the 16th inst.

DEATH OF FARNHAM LEDDEN.

Our Halifax correspondent writes: The trade will hear with deep regret of the death of Farnham Ledden, the well-known and popular Maritime representative of the Consumers' Cordage Co., the Pillow-Hersey Co., Howe's Scales, etc., which sad event took place on Monday, the 6th inst. Mr. Ledden had not been feeling well for several weeks and decided to go to the Victoria General Hospital at Halifax for treatment. While entering the door of that institution he suddenly expired.

He was the son of an English surveyor who settled here. When quite young he entered the hardware store of Bond & Co., as a clerk. Later on he was with E. Albro, and afterwards became a partner in the firm of Wier, Brothers & Co. When the firm dissolved he took up the agency business. He was in his 44th year, and leaves a wife and four children, one of them an infant.

**NONE BETTER
MADE IN
CANADA
OR . . .
UNITED STATES**

PURE LINSEED OIL

Prepared Paints

Have been on the market twelve years. We supply at a fair price, and furnish samples on application.

Sanderson Percy & Co.

61, 63 and 65
Adelaide St. West

Toronto

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 10, 1895.
HARDWARE.

THE week has been a quiet one for undeniable reasons. In the first place, the different manufacturers' associations have been meeting in Toronto, and though no radical change was anticipated, traders generally were disposed to wait until matters have been definitely settled. Several leading lines have already been considered, viz., plain wire cut nails, wire nails and horse nails, and no change was made in the basis of sale. The meeting will probably be concluded this week, tacks, horseshoes, barbed wire and screws yet being to consider. These disposed of, business is expected to pick up next week. Besides, the roads are a drawback, in this province at any rate, for without sleighing the volume of business is restricted. Advices from outside points on crude material continue much the same.

WIRE—Trade is quiet. Makers have settled prices for the next quarter on the old basis. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARBED WIRE—Business is dull, and at this writing the trade here have not been advised of any change. We quote: 3½c. delivered for shipments of 500-lbs. where the rate does not exceed 25c. per 100 lbs.; shipments of less than that quantity f.o.b. Montreal and Toronto only, coils of less than 75 lbs. 10c. per spool extra. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—The market is a limited one, discounts ranging from 10 to 12½ per cent.

ROPE—The rope market is quiet. Small jobbing sales of sisal were noted at a range of 7¼ to 7¾c., and manilla 9½ to 10c., as to size.

CUT NAILS—Business almost nil. Now that makers have settled prices for the quarter at the old basis it is expected to pick up. We quote: \$2.50 f. o. b. Montreal, freight prepaid in Ontario for 10-keg lots, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Trade continues small. Makers have continued the old basis and demand is expected to pick up, once buyers become generally aware of the facts. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Fairly enquired for, with discounts 55 per cent.

HORSESHOES—No change to mention in horseshoes. We quote \$3.50 for iron and \$5 to \$5.80 for steel.

TACKS—Jobbers here have not been advised as yet of any changes in the tack list. In the meantime we repeat last week's range. We quote discounts as follows: B. B. B., iron, carpet blued (in dozens), 50 per cent.; do., tinned, 57½ per cent.; B. B. B., cut tacks (in bulk or dozens), 45 per cent.; gimp, 35 per cent.; leathered carpet tacks, 30 per cent.; copper nails of all kinds, 50 per cent.; trunk nails, black and tinned, up to 1 inch, 50 per cent.; do., 1½ and longer, 50 per cent.; clout nails, black and tinned, up to 1 inch, 50 per cent.; do., 1½ and longer, 50 per cent.; patent brads, 50 per cent.; shoe tacks, 40 per cent.; shoe nails, Hungarian nails, etc., 35 per cent.; common iron shoe nails, 10c.; soft steel shoe nails, 12c.

CUTLERY—Business is small and unimportant.

SPORTING GOODS—No special features to report.

GREEN WIRE CLOTH—A few orders are noted, but demand generally is quiet.

CHAIN—Very little business is noted in chain.

SKATES—Some small lots have been moving.

PLUMBERS' SUPPLIES—Nothing new has transpired in this line.

SCREWS—Continue quiet. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Some parcels of drawing tools have been asked for for future wants.

BUILDING PAPER—There is no activity to note in this line, and values continue the same.

CEMENT—Continue quiet and unchanged. We quote: English, \$2 to \$2.25, and Belgian, \$2 to \$2.10.

FIREBRICKS—Prices are steady and business quiet at \$15 to \$21 per 1,000.

METALS.

The heavy iron and metal market is without special feature.

PIG IRON—Dull and nominal. We quote: Summerlee, \$20.50 to \$21; Eglinton, \$18.50; American, \$20; Ferrona, \$18.

BAR IRON—Quiet and unchanged at \$1.55 to \$1.60.

SHEET STEEL—The tone is firm, but no quotable change is to report. We quote \$2.50 to \$3.10.

SHEET IRON—Demand is dull but values are firmer, the best price now obtainable being \$2 50, and we quote \$2.50 to \$2.75.

TINNED IRON—Continues quiet and steady at the old range, 6 to 7c.

Milk and Delivery Can Trimmings



WE HAVE A FULL STOCK AND CAN FILL ALL ORDERS PROMPTLY
TINNED IRON, ALL SIZES AND GAUGES



The **McClary Mfg. Co.,**

London
Toronto
Montreal
Winnipeg
Vancouver

PIG LEAD—No feature to report, the price being held at \$3.25.

LEAD PIPE—Only a few lots are moving for actual wants.

GALVANIZED IRON—There is no activity to note in this line so far as goods from stock are concerned. We quote $4\frac{1}{2}$ to $5\frac{1}{2}$ c. as to grade.

INGOT TIN—Prices are the same, with business quiet at 16 to 17c.

INGOT COPPER—Remains as it was at 12 to 13c.

SHEET COPPER—Quiet at 18c.

IRON PIPE—Without new feature, discounts ranging from $67\frac{1}{2}$ to 70 per cent.

BOILER PLATES—Values can be repeated at \$2 to \$2.25.

CANADA PLATES—The feeling in Canada plates is steady, though demand is nil. We quote \$2.25 to \$2.34.

TIN PLATES—Quiet and unchanged: Cokes, \$2.75 to \$2.85, and charcoal \$3.35 to \$3.75.

TERNE PLATES—Without feature, prices ranging from \$5.75 to \$6.25.

SHEET ZINC—Quiet at $4\frac{1}{2}$ to 5c.

SPELTER—The same as it was last week: \$4.50 to \$4.75.

ANTIMONY—Dull at 10c.

PAINTS AND OILS.

There is no change in this market, business ruling quiet.

LEADS—Continue quiet as before. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to $4\frac{1}{2}$ c.; do. No. 1, $3\frac{3}{4}$ to $4\frac{1}{4}$ c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LINSEED OIL—Continues quiet. We quote 56c. for raw and 59c. for boiled. Spring delivery can be bought at a couple of cents lower; terms 3 per cent. 30 days.

TURPENTINE—A stronger tone characterizes this market, prices ruling higher. We quote: Single barrel lots 46c, and 5 barrel lots 45c. Terms, 3 per cent. 30 days.

PARIS GREEN—Business quiet and prices unchanged. We quote: Casks, $13\frac{1}{2}$ c.; drums, $14\frac{1}{2}$ c., and packets, $15\frac{1}{2}$ c.

RESINS—Quiet and steady. We quote as follows: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and $6\frac{1}{2}$ to $8\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $7\frac{1}{2}$ c., and cotton do., 6 to 11c.

GLASS.

The glass market has a very firm feeling, but is not quotably changed. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

CHEMICALS, ETC.

There is no change in the chemical market. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto,

70 per cent., \$2.15 to \$2.40; chlorate of potash, $17\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

The petroleum market is fairly active, the only feature being a decline in American oil. We quote as follows: Canadian refined, $14\frac{3}{4}$ c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 16c. in car lots and $17\frac{1}{2}$ c. in smaller quantities. Water white, $17\frac{1}{2}$ c. in car lots, and $18\frac{1}{2}$ c. in small lots. Astral, $18\frac{1}{2}$ c. in car lots, $19\frac{1}{2}$ c. in smaller quantities.

HIDES.

The hide market is unchanged. Dealers paying $5\frac{1}{2}$ c. for No. 1, $4\frac{1}{2}$ c. for No. 2, and $3\frac{1}{2}$ c. for No. 3.

TALLOW.

The tallow market is dull and unchanged at 5 to 6c., as to grade.

ASHES.

The market is quiet and steady at \$3.70 for first pots and \$3.50 for seconds; pearls, \$4.65.

MONTREAL NOTES.

Secretary McCormack, of the Dominion Wire Co., returned from attending the annual meetings in Toronto on Thursday.

President Munro, of the Canada Paint Co., is away on a business trip west this week.

American petroleum has declined another 1c. per gallon during the past eight days. Canadian oil is unchanged.

Cables from Belgium on glass are very firm and point to higher prices.

Painchaud, Squire & Co.'s list of enamelware samples is a full one this season. A notable line is the china steel goods, both decorated and plain, in lamp goods, table and toilet ware. The decorated goods have the exact appearance of fine porcelain or china, and naturally are cheaper, while being unbreakable, that is, under ordinary circumstances.

Cables on Scotch iron show an easier feeling, but there is no quotable change as regards stock ex store here.

Owing to the boom in turpentine in the south the price on spot has advanced 1c., and is firm at the rise.

Mr. George C. Edwards, for many years connected with the McClary Manufacturing Co., died suddenly at his residence, 863 St. Denis street, Montreal. Heart disease was the cause of his death. Mr. Edwards was a brother of Mr. C. D. Edwards, safe maker, formerly of Montreal and now of North Easton, Mass. He leaves a widow and a married daughter.

A. ROOT, LYN, ONT.

Manufacturers
of . . .

**DRY AND LIQUID
WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

25 cents

HARDWARE AND METAL, Toronto

With
the
“*Dayton*”
bicycle
our
travellers
are now out.
They will cover
the
whole of Canada.
Dealers
please wait
till they call
before ordering
for next season.
In the meantime
write us
for
Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS

ONTARIO MARKETS.

TORONTO, Jan. 10, 1896.

HARDWARE.

AS a result of the meetings of the manufacturers' associations in the city, tacks and barb and plain twist wire are lower. And, owing to American competition, the price of green wire cloth has declined 15c. per 100 square feet. Some of the houses have their travelers on the road again, but others again will not have their men out till Monday. Compared with a week ago the volume of business is a little larger than it was. The demand from stock, however, is only for immediate requirements. For the next few weeks the larger proportion of the business will be in the way of booking orders for forward or import delivery. The manufacturers of wire and nails have held meetings during the week, but there will be no change in prices.

WIRE—Trade remains quiet and featureless. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—The price has been reduced 25c. per 100 lbs., and freight is now prepaid on 1,000-lb. lots. We quote 3¼c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—Continue quiet at 10 per cent.

ROPE—Continues dull. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ¾ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ¾ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Business is still of insignificant proportions, with prices as before. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues slow. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The manufacturers have increased the price ½c. on 1-lb. paper packages. Discounts unchanged at 55 per cent.

HORSESHOES—The manufacturers have confirmed prices. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—Quite a reduction has been made in the price of tacks, particulars of which will be found on our editorial pages.

CUTLERY—There is very little to say. The small business that is being done is general in character.

SPORTING GOODS—There is a little ammunition going out, but there is practically nothing doing in fire-arms.

COW TIES—Trade continues quiet at \$1.25 to \$2.80 per dozen.

GREEN WIRE CLOTH—Prices have declined another 15c. in order to meet American competition, the ruling figure now being \$1.60 per 100 square feet.

COIL CHAIN—Trade from stock is exceedingly quiet, but a number of orders have been received for boom and logging purposes for spring delivery.

SKATES—While trade has fallen off a great deal, there is still a fair demand for small parcels.

PLUMBERS' SUPPLIES—Trade remains quiet and featureless.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at \$26.50 to \$27.

TOOLS—Spades and shovels are still being booked for forward delivery.

BUILDING PAPER—Is practically receiving no attention. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

CHURNS—There is scarcely any business doing, import or otherwise. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

POULTRY NETTING—A few orders were booked last week, but in general trade is dull. Discounts are still 65 and 10 to 70 per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Metals continue firm, and business is keeping up fairly well for this time of the year.

BAR IRON—Trade continues quiet, and base price is unchanged at \$1.70 to \$1.75.

SHEET STEEL—Is still going out fairly well for small quantities. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead

Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—A number of good orders have been received during the week. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.63; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Quite a number of cases are being booked for import and forward delivery. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾c to 7¾c. per lb.

PIG LEAD—Trade is quiet and unchanged at 3¾ to 3½c. per lb.

LEAD PIPE—Is only moving in small quantities. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Quite a number of case lots have changed hands during the past week. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade is quiet at unchanged prices. We still quote 17 to 17½c. per lb., although for quantities these prices can be shaded.

INGOT COPPER—Remains quiet at 11¼ to 12c.

SHEATHING COPPER—Is quiet and unchanged. Prices are: 14 to 14¼c. for 16 oz.

IRON PIPE—Is moving fairly well at quotations. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Continue quiet and featureless. We quote: Domestic galvanized, 30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

can, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business is still light. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—There is quite a demand for stamping plate and coke tin. For charcoal the demand is only fair. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues slow. Discount is unchanged at 60 per cent.

SHEET BRASS—Trade is dull and discount unchanged at 25 per cent.

TERNE PLATES—Trade is still dull at \$6 for the best brands.

SOLDER—Trade is a little better than it was, if anything. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

The glass trade is still in a somewhat unsatisfactory condition, notwithstanding the strength of the primary markets. Orders that are being booked are mostly subject to being invoiced at prices ruling at time of delivery. We still quote \$1.20 to \$1.30 for first break, in 50-foot boxes.

PAINTS AND OILS.

Enquiries are becoming more numerous and business is gradually opening up. Stock-taking is in progress with a number of the retail hardware trade, and travelers, it is expected, will not meet with much encouragement for some time. Stocks, however, are very light through the country, and with the good snow roads now prevailing a better feeling exists. In liquid paints preparations are being made for a brisk demand in the near future. At the moment this branch is very dull, with \$1 per gal. the price for good brands and 90c. per gal. for second grade. Varnish gums are scarcer and higher. The gum diggers of New Zealand are said to be deserting that branch of industry and seeking "new pastures" and more profitable ones in the gold fields of Australia. Gum digging in New Zealand is like wood sawing in Canada, a staple, as it were, and you can always get a job at one or the other if you are "open."

PARIS GREEN—The recent advance has checked the flow of business, but the article is in active request, and intending buyers

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

must concede the advance unless the stringency in chemicals relaxes very speedily. We now quote: Casks, 13½c.; drums, 14c.; 1-lb. packages, 15c.; ½-lb., 17c.; ¼-lb., 19c.

WHITE LEAD—Business is quiet and prices firm and unchanged. We quote at 5c., No. 1 at 4¾, No. 2 at 4½c., dry white lead, in kegs, 5c.; red lead, 4 to 4½c.; No. 1 red lead, 25c. per 100 lbs.

LINSEED OIL—Quiet. We quote: Raw, 52 to 53c.; boiled, 55 to 56c.

TURPENTINE—There is practically nothing doing. We quote 41 to 42c. net 30 days in single barrel lots.

PUTTY—Dull at \$1.85.

PREPARED PAINTS—Dull and unchanged at \$1.

CASTOR OIL—Is quiet at 6½c. in cases, and in single tins at 6¾ to 7c.

OLD MATERIAL.

Trade continues dull. The only change to note is a decline of 5c. in dry bones. We quote: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¾c.; new light, 7½ to 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Quiet and unchanged. Dealers are paying 5, 4 and 3c. respectively for Nos. 1, 2 and 3. Cured are nominal at 6¾c., trade being slow.

CALFSKINS—Are still quoted at 6½c. per lb.

SHEEPSKINS—Lambskins and shearlings are still quoted at 80c.

WOOL—Dull. We quote: Fleece combing, 24c.; rejections, 17½ to 18½c.; unwashed, 13½ to 14½c.

PETROLEUM.

The demand continues fair at the recent decline in prices. We quote in 1 to 10 bbl.

Metallic Ceiling



Quality and Fit Unequaled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21½c.; Pratt's Astral, 23c.

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. report that they are clearing out a line of tea trays at very low figures and are offering special inducements to the trade in general, and will be pleased to quote prices on application.

Owing to the more seasonable weather of the past week, skates have been moving out a little more freely. M. & L. Samuel, Benjamin & Co. report large sales of these goods. "Our stock is still in good shape," they report, "having received further shipments from factory."

The "Banner" skate sharpener is included in the stock of skate parts and fixtures carried by M. & L. Samuel, Benjamin & Co. **HARDWARE AND METAL** understands that this article is giving good satisfaction, and the price being low is finding a ready sale. The holders are made of malleable iron, and the jaws can be opened or closed to suit any thickness of runner.

H. S. Howland, Sons & Co. have just completed stock-taking, and they report that their stock was never in such good shape since they have been in business. All their travelers will be on the road again on Monday with new lines and prices for spring goods.

A. B. Dowswell, retail hardwareman, College street, Toronto, intends making a specialty of bicycles this season.

S. Greer has bought out the Queen street east business of A. Welch, hardware merchant, Toronto.

UNITED STATES MARKETS.

NEW YORK, Jan. 10, 1896.

PIG TIN—The market remains in more or less depressed condition. Tin recently, under the control of embarrassed operators, has, it is understood, been taken care of to a certain extent, and there is a display of tendency to prevent serious depression in values. However, the supply

offering doubtless exceeds regular trade outlet and the undertone of the general market is weak. On 'Change there was business at 12.95c. for prompt delivery. Sales to out-of-town trade were made at 13c. net cash, and 13.10c. regular for lots of five to ten tons. A number of out-of-town jobbing orders at 13c. were received, but, to all accounts, none of these were filled. London market prices fell 7s. 6d. with heavy trading and recovered 2s. 6d.

COPPER—There was no evidence of increase in purchases or improvement in the demand. To the contrary, all buyers seemed extremely indifferent. Sellers compete rather keenly for orders and keep prices weak. Ordinary lots of Lake Superior are easily obtained at 10c. and electrolytic equally so at 9½c. Casting stock is off to 9½c. for best brands and 9¼ to 9¾c. for ordinary.

PIG LEAD—Buyers continue very indifferent, and the market remains in a flat, weakish condition. Sellers offered spot parcels of common domestic at 3.07½c. and fair sized lots could have been secured at 3.05c. for early shipment from the west. London cable was £11 6s. 3d. for soft Spanish.

SPELTER—Hardly any business is taking place here and inquiries are extremely few. Some offers were made of single car loads for early shipment at 4s., but bids did not go above 3.90c. London cable was £14 10s. for good merchant brands.

ANTIMONY—The market remains quiet and unchanged. We quote at 7¼ to 7½c. for Cookson's, 6½ to 7c. for Hallett's and 6¼ to 6½c. for Japanese.

TIN PLATE—There is no improvement in sales of any class of plates for either prompt or future delivery, and the demand continues remarkably backward. While not quoted lower, prices are still weak and rather unsettled.

IRON AND STEEL—Several hundred tons of Southern pig iron warrants representing No. 2 De Bardelaben and No. 3 Sloss have been offered at \$8 in storage yard and brought out no better bid than \$7, or the equivalent of \$11.25 at tidewater. This is but one of several indications of the backwardness of buyers and weak undertone of the pig iron market.

Regarding other departments there is nothing to note, except that prices remain weak nearly all along the line and that business is unimproved.

MANUFACTURERS' MEETINGS OVER.

The different iron manufacturers' associations who had been holding the annual meetings in Toronto since Friday last finished their business on Wednesday last.

The only lines in which changes have been made were barb and plain twist wire, tacks, pound paper packages of horse nails, and these are noticed in other articles.

The Swansea Forging Co. was admitted into membership by the Wire Nail Association.

The manufacturers of trunks and bags revised their list, but, up to the time of going to press, their import has not been ascertained.

Prices on cut and wire nails, horseshoes, rivets, burrs and screws were confirmed.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

ALTHOUGH much attention has been given to sanitary plumbing, too little has been given to sanitary heating, says a writer in *The Metal Worker*. That both are important is not to be disputed, and it is gratifying that sanitary measures in one direction have devoted champions. Sanitary heating, however, is largely left to care for itself, and it is fortunate that one of the best sanitary heating systems is the cheapest and price is its able champion. This is fortunate for the people, for the hot air furnaceman seldom enters the lists with a well prepared scientific argument in favor of his system of heating. When he does, the heating engineer who represents some costly system of direct, semi-direct or indirect, natural, blower or exhaust system of steam or hot water heating can talk him scientifically to sleep. But when he awakes he presents the fact that anybody can run furnaces, and that they have heated successfully numerous buildings well known to the listeners. Then the price he quotes secures him an attention he would not otherwise receive and often the contract.

The furnaceman, as a rule, knows less of the science of heating than he does of its successful practice, and as the latter pays the best, he avoids the headaching study that would be required to master the theories. The sanitary excellence of his system of heating, however, is manifest. It takes the air from out of doors in sufficient quantity to prevent stagnation or pollution at the point of supply and passes it over hot surfaces, heating it to a temperature that enables its entrance to an apartment to impart a comfortable warmth throughout. By its very entrance it forces air that was already there to pass out to make place for it. Here is both warmth and ventilation; sanitary comfort and a sanitary atmosphere. No heating of the same air over and over again until it has an odor, as with stoves and radiators. Instead, an ideal sanitary heating; the purest of air, "refined as in a furnace," constantly flowing in to replace that which has become refuse and to force the refuse out. The source from which the cold air is taken should be free from local pollution, and instead of being taken from a window near the ground, good results will attend its extension several feet above the ground. A furnace having a large reserve heating capacity will consume less fuel and furnish warm air in large quantities, and so enable the use of large pipes and large registers and give a frequent change of air in the building. Some provision for the escape of the refuse air, other than by the leakage around windows, which has been said to be 8 cubic feet a minute, will be found beneficial.

A fire place in the hall or some principal room will give fair results, in the absence of

something better, like ventilating flues with registers near the floor. Registers near the ceiling may also prove beneficial, but are not so necessary as those at the floor when heating as well as changing the air is considered. A new system in connection with furnaces is to run exhaust pipes from all of the heated rooms to a heating chamber above the furnace, which is connected with an exhaust flue next to the smoke flue so as to be heated by it. It is asserted that furnaces "burn" the air that passes through them, but we are told that those truthful old savants, who have found so many "germs" for the sanitary plumbers, have investigated this. It is said that by their careful, laborious methods to secure absolute correctness, they have passed air through long chambers of red hot iron, heating it to far higher temperatures than is possible in a hot air furnace, and stored it for cooling, and then confined plants, insects, birds and animals in this atmosphere, without the least indisposition being discovered. It is asserted that furnaces leak gas, and it is impossible to avoid it. Do such people know that the chimney draws air from the air passages of the furnace into the flues, through the very crevices that are supposed to leak gas, and that it is possible for a furnace to have a hole in it of several inches in area, without throwing out gas to the air passages? Such is the fact, as every furnaceman will learn, and should dispose of criticism on this point, which cannot be raised in reference to a good furnace. The furnaceman should push the hot air furnace system as the perfection of sanitary heating, and insist that there are no bad furnaces, while admitting that some are not as good as they should be. The plumber has made considerable money and done no little good by "talking sanitary" and "doing sanitary" in and out of season. Furnace work is too often awarded according to price, which would not be the case if the buyer was enveloped in a sanitary atmosphere by a furnaceman who was well informed as to the advantages of sanitary heating. Air that is too hot, air that is too dry and air that is not changed frequently is not sanitary.

CONTRACTS PENDING.

The freeholders of London have voted to grant \$25,000 for the erection of new buildings for the Western Fair.

John Davis and other capitalists propose to erect another building on the Grand Trunk property, Sandwich street, Windsor, adjoining the block now being erected. It will be three stories high and 90 feet long.

A fire broke out last Friday night on Adelaide street west, Toronto, doing about \$10,000 worth of damage. The fire originated in the power house of D. M. Defoe, and shortly afterwards there was an explosion, which blew some 40 feet of the rear wall of the building out into the lane. The fire spread to the premises of the Toronto Can Company, J. A. Manning, wood turner, and Galloway & Taylor's foundry. All partly insured. D. M. Deloe is principal owner of the building. It is insured.

Glacial . . Acetic Acid

We are makers of Highest Grade Double Refined Acetic Acid.

80, 85, 90 and 95% in demijohns, and 30 to 80% in wood.

Also Crude Acetic Acid for dyeing and manufacturing purposes.

Enquiries Invited.

MONTREAL.
TORONTO.
VICTORIA.

The Canada Paint Co., Ltd.

WHAT ARE PROFITS?

PERHAPS many readers are like myself—often when reading the suggestions and pointed articles by writers for Trade Magazine, say: "Well, that may suit some merchants, but it does not apply to my business," and sometimes argue that it is not practical. While this may seem to be the case at times, I am going to touch on something that in all probability will fit the case of many readers, and it makes no difference what kind of business they are engaged in. He may be a grocer or druggist, a dry goods or a hardware merchant—it matters not, it is a true bill.

Do you realize that on 25 per cent. of your goods you are making nothing? That you may be doing what you and the public generally consider a large business and still make no money?

Do you buy goods and sell them at the same price? At once you say: "What an absurdity—No!" Grant it then that you do not, and that you put, say, 25 per cent. or more profit on the goods. You seem to sell them, and yet, after all the margin of profit tacked on, your bank account does not increase.

Now, I am getting down to the point that I wish to make. Have you noticed lately or ever that a large part of your stock is only partly sold and that the balance is still on

the shelves or sticking to the sides of the barrels and boxes? Well, it is. Where is the profit—on the first portion or the last? Come, let us go behind the counter and see.

How much of this or that article did you buy?

How much have you sold?

Have you as yet even got back what money you put into it?

No?

The profit is in that portion which is left, is it not?

Yes, did I hear you say? Well, yes is correct, and that's my point.

We often congratulate ourselves on doing so well, and are prompted to congratulate ourselves and say: "Well, I certainly have done well on those goods," when in real solid truth you have not your money back that was paid for them.

Maybe you are still skeptical in this regard. If you are, after finishing reading this article, take your pad and write down twenty articles and see if it is not true. How much have you that is stuck away, drying out, getting shopworn, and which, when once gray-headed, will not sell at any price?

Here are five rules that have helped me and may help you:

1. Buy sparingly of goods not well known to the consuming public.

2. Buy largely only goods that are always salable.

3. Keep seasonable goods where they can be seen and call attention to them.

4. Goods which are in season only two or three months push towards the front before the time is up—advertise them and get your money back with that 25 per cent profit.

5. Make it an object to clean up. Sell all. That's your profit.—Trade Magazine.

DISCOURTEOUS CLERKS.

Some clerks are so discourteous and indifferent that the stores where they are employed gain bad reputé among customers remarks a writer in N.E. Grocer. The other day I went into a big store where there are many clerks. I was waiting for my purchase when a woman walked up to the counter. There stood the clerks behind the counter. With the air of one asking a favor the woman asked for chicken soup.

"What brand?" said the clerk brusquely.

"Which is the best?" asked the woman, mildly.

"Don't know. Have ter decide y'rself!" and the clerk snatched a catalogue of the canned goods in stock from under the counter and handed it to the customer.

A purchase was made, and then, from the clerk, abruptly: "Payfe't now?"

"I will pay for it now."

"Cash—cash—cash!" and that was all.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

TRADE GOSSIP.

A DESPATCH from Bay City, Mich., dated Jan. 8, says: From the figures in Dep. Col. S. C. Wilson's office, it is ascertained that, in round numbers, 142,000,000 feet of logs were brought from Canada to Bay City during the season of 1895, valued at \$1,293,609. And 6,620,000 feet of lumber came from the same source, and about an equal amount was shipped back.

A new nozzle has been invented and patented by Mr. Decarie, of Montreal. By a very simple mechanical process a continuous stream can be used, commencing with a $\frac{1}{4}$ -inch spray and $\frac{1}{4}$ -inch solid, $\frac{1}{2}$ -inch spray and $\frac{1}{2}$ -inch solid, and 1-inch spray and 1-inch solid. It is contended that the use of this nozzle, owing to its novel construction, will considerably lessen the amount of damage which is always caused by water as well as fire, on account of the ease with which it can be controlled by the branchman.

A new company has been incorporated at Pictou, to be known as I. Matheson & Co., Ltd. The incorporators are: Wm. Grant Matheson, engineer; James Carmichael McGregor, merchant; James Matheson Carmichael, merchant; Charles Crockett, clerk, and Edith Grant DeVeber, married woman, all of New Glasgow; and Wilhelmina Maria Carmichael, spinster, and Margaret Roach Carmichael, of Pictou. They intend to carry on the business of iron founders, machinists

and engineers. The capital stock is to be \$60,000, divided into six hundred shares of \$100 each.

The increase in the sale of C. P. R. lands last year over 1894 was 25 per cent. This year there is every indication of a much larger sale.

Although it is very difficult to get exact information, there appears to be no doubt that the shipments of ore and base bullion from West Kootenay since the commencement of 1895 have already exceeded the value of \$2,000,000. There is likely to be renewed activity in shipments during the remainder of the year, and a considerable addition to that amount may, therefore, be anticipated as the result of this year's activity in mining in that one district in the province.—Statistic News-Advertiser.

ELECTRICITY AT FURNACE WORK.

A new application of electromotors is described in a foreign technical journal. The Martin furnace at the Lauchhammer Works, near Riesa, has to be charged eight times daily with about 13 tons of iron. This has hitherto been done by hand at great expense of time and money, but with the new feeding apparatus one man can do in a tenth of the time the work of four men who have hitherto been necessary, and is not subjected to anything like the same temperature. The old iron

is now loaded in the yard into iron troughs, three or four of which rest on a small truck, which is hauled by an electric motor in front of the furnace. On a second parallel line is the feeding machine proper, a good sized truck, on which there are a large electromotor and three small ones. The feed wagon runs rapidly to one of the troughs; a long gripper swings out, catches it, lifts it from the truck, runs with it to the door of the furnace, thrusts it in, causes it to drop its contents, rapidly withdraws it; and lays it empty back in its place.

PERSONAL MENTION.

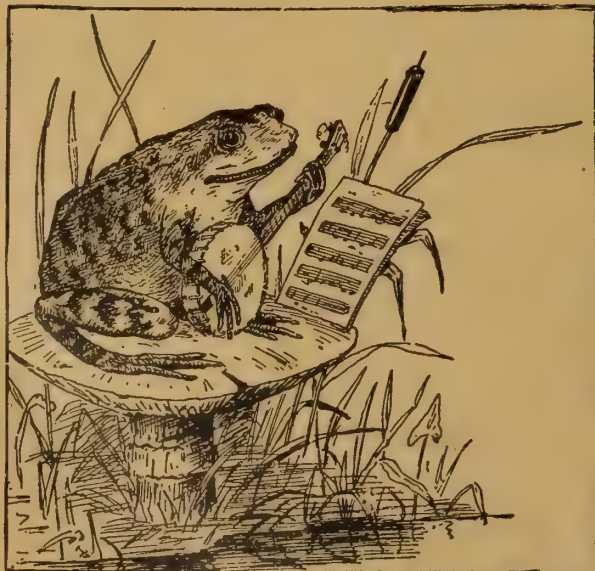
J. H. Lyons, one of M. & L. Samuel, Benjamin & Co.'s road men, has been sick for the past ten days. He expects to make his New Year's calls on the trade next week. In the meantime his brother Abe, manager of the lamp department, is doing his work and has been quite successful.

On Wednesday last there arrived at 35 St. Patrick street, Toronto, to Mr. and Mrs. J. H. Lyons, a son. **HARDWARE AND METAL** is pleased to learn that all are doing well.

HARDWARE AND METAL regrets to announce that the wife of E. W. Chard, hardware merchant, College street, Toronto, is seriously ill.

Mrs. Mullett, wife of Mr. Mullett, hardware dealer, Queen street east, Toronto, who has been ill, is convalescing nicely.

Spring is coming!



And with it the demand for lawn mowers. The **Woodyatt Lawn Mower** for 1896, with grass box, makes an even and regular cut and gathers up the cuttings as they fall. You know the labor that saves—so does your customer. It is such a striking improvement on anything previously offered that it sells at sight. Are you prepared for the demand?

A. R. WOODYATT & CO.

GUELPH, CANADA

THE CONSUMPTION OF SMOKE.

A new smoke-destroyer, designed for application to steam-boiler furnaces, was experimented upon recently in Belfast with the most satisfactory results, according to an English exchange. The apparatus is worked by an induced draft above and below the furnace caused by a current of steam and air passing through the bridge and through the fireway-arch above the bridge. This current of mixed steam and air emerges upwards and downwards, and the smoke and gases coming from the coal are completely burned. The invention belongs to Mr. Dixon Shanks, a practical engineer residing in Belfast.

HOW TO TURN A PENNY.

Hardware dealers can turn a pretty penny by storing wheels through the winter. A bicycle paper informs us that:

"They should be stored in some room where the thermometer does not get below 50 or 55 deg.—60 deg. would be better. They should be hung up—not on any account allowed to stand on the tires. Hooks in ceiling where they will be out of the way of being touched or moved around. After being thoroughly treated to a coat of vaseline they should be placed in a glazed calico bag which would prevent dust settling on them. No better place to store them could be found than the tin room of a hardware store,

where it is over the store. When practicable the rubber tires should be removed, slightly deflated and hung in bags separately from the wheel. They could be insured by the hardware merchants and would be taken down in the spring looking as fresh as ever."

UNIQUE WAY OF TAKING STOCK.

Mr. John Mouat, of Winnipeg, sends us the following: Apropos your seasonable article on "Stock-taking" in The Grocer of 20th ult., reminds me of how an old shop keeper in a country town in Scotland took his stock and struck his balance. When the time came he started off thus:

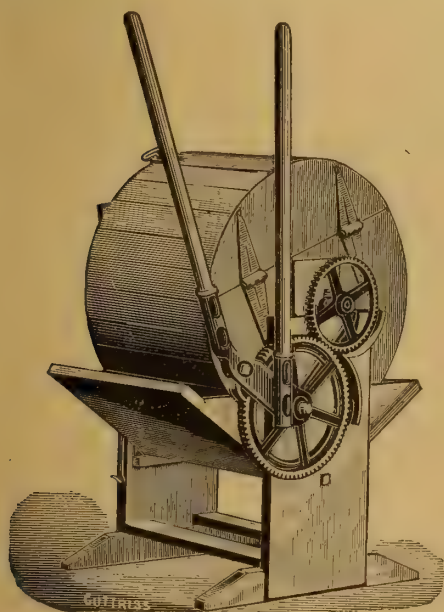
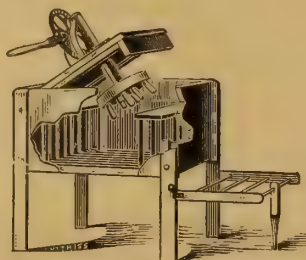
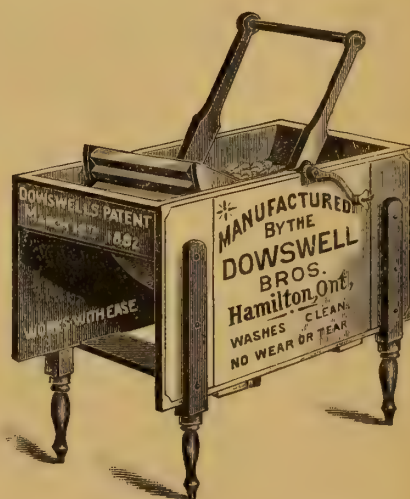
"Noo lads, steek the door, and let's get oor stock-takin' ower before onybody comes in to bother us."

With a business-like air he began looking up the first row of shelving with the remark: "Weel, there's as muckle stock there as pay McDonald & Co.," eyeing each row of shelves in succession. "And there's as muckle there as will square Fraser & Co., and as muckle there as will stand for Cameron & Co., and they twa or three shelves there will cover the few wee accounts due and a' the rest's my ain. Noo, boys, come up and hae your supper wi' me."

If some of our merchants would even take their stock in this off-hand way, it would be much better than none at all.—Canadian Grocer.

10,233,910 TONS OF ORE.

The season of 1895 will be remembered as one that not only exceeded all records in the amount of iron ore shipped from Lake Superior mines, but as one that went far beyond the estimates of those in closest touch with the ore trade. The completed figures furnished direct to The Iron Trade Review, from all Lake Superior and Lake Michigan ore-shipping docks, show that the enormous total of 10,233,910 gross tons passed over these docks into vessels in the season just closing. It has been a year of surprises, both as to the demand for ore and the prices reached in mid-season sales, and as to the altitude attained by lake freights. The estimate of 8,000,000 tons, as a maximum output, made early in the season by ore shippers, could not take account of a boom in iron which no one then dreamed of; nor could the producers of Bessemer ores, who carefully and conservatively set to work last winter to prevent a repetition of the ruinous prices of 1894, have foreseen that before the summer closed standard Gogebic Bessemer would go to \$4.25 and \$4.40, and hard Bessemer to \$5. And there was no optimist among the vessel interest who expected that with 75-cent and 80-cent season charters on ore at the beginning, \$1.75 would actually be paid before the season ended, on shipments from Duluth.—Iron Trade Review.

**MANITOBA WASHER****LEADER WASHER**

**WE ARE LEADERS IN THE
WASHING MACHINE TRADE**

Send for Circulars and Prices to

DOWSWELL BROS. & Co. - HAMILTON

PRESENT POSITION OF ALUMINUM.

SCIENTISTS and many other people interested in metals are looking with considerable curiosity, not unmingled with great expectations, to the future of aluminum. Its lightness, brightness, great power of resisting corrosion, and other remarkable qualities, have led to considerable anticipations being indulged in regarding its possible adaptability in the future to many purposes of utility in which it may become a valuable acquisition. Hopes are entertained, and experiments are being tried, to develop its usefulness in connection with textile machinery. As yet, however, we can hardly pronounce such attempts as giving promise of much success. Still, something good may turn up at any moment in connection with it, and under that impression we extract the following article from *Industries*, which is from the pen of a writer qualified to speak of the subject :

Electrolytic methods of decomposing compounds and separating various oxides, fluorides, carbides, etc., into their elements, and of even forming new compounds hitherto unknown to nature, such as carbide of calcium, carbide of silica, etc., are becoming very general, and as far as many things are concerned, so rapidly do we move, the electrolytic methods are the only ones that are now commercially possible. And yet electrolysis and electrolytic methods of separation have been known for many years, but principally for laboratory experiments or lecture demonstrations, and it is only since the introduction and vast improvements that have been made in the dynamo that commercial success has been possible.

For instance, take the metal aluminum, now in such general use, and which is sold at the present time at 1s. 6d., or even less, per lb., and which only a very little time since cost more than that per oz. This great reduction in price is due chiefly to the fact that electrolytic methods only are used for the production of aluminum at the present time; and the present method used was only discovered some six or eight years ago, although in 1807 Sir Humphrey Davy used electrolytic methods for precisely the same object. The present method of producing aluminum electrolytically was invented by an American, Charles M. Hall, early in 1887, and made a commercial success first in America, where a large company, the largest producers, we believe, in the world, are at present making aluminum, and utilising a considerable portion of the power now produced at Niagara Falls for this purpose.

But to revert to the earlier methods of producing aluminum; although this metal was obtained electrolytically in 1807, so great was the difficulty, owing to imperfect apparatus, that nothing further was accomplished at the time, and the matter rested until 1827, when Wohler isolated the metal by a chemical method, and again later—in 1845—dis-

covered another method of producing it, but only in minute quantities; and the matter again rested until in March, 1854, H. St. Clair Deville succeeded in isolating aluminum in a state of purity by electrolytic methods. At that time no dynamos were available for that purpose, and therefore only ordinary batteries could be used, making the metal in consequence very costly. Thenard, Boussingault, Pelouze, Peligot, De la Rive, Regnault, and others shared and assisted in these experiments. It was, therefore, well known and well thought of, and had dynamos been available would doubtless have made aluminum nearly as cheap then as it is now.

In August, 1854, Bunsen published a process of producing aluminum electrolytically, and although this in some measure resembled Deville's method, it was evident Bunsen had independently discovered it.

In 1861 Le Chatelier patented an electrolytic process for the production of aluminum, and in 1862 Moncton patented a process, clearly foreshadowing the later patents of Cowles and others, for producing aluminum electrolytically.

In 1869 Gaudin patented a process differing from the above in several details; and in 1872 Kagensbusch proposed still another plan for electrolytic method of separating aluminum from its compounds.

Owing to the fact that batteries were too costly to be used commercially for the production of aluminum, these methods languished until the improvements in dynamos once more brought them to the front. In 1879 Berthaut proposed to use dynamos for this purpose, and in 1883 Gratzel patented and produced quantities of aluminum by an electrolytic process, using dynamos to supply the electric current.

In 1887 his process was superseded by that of Saarburger, also an electrolytic method.

In 1886 Dr. Edward Kleiner discovered a process of producing aluminum electrolytically, and a quantity was produced by his process, both in England and abroad.

Previous to this, however, Sir William Siemens in 1879 invented an electric furnace for melting steel, and producing aluminum and other metals from their compounds; and in 1882 Grabau successively used the Siemens furnace to produce alumina electrolytically, and produced aluminum by this method.

In the beginning of 1885 Mierzinshi, in his book on aluminum, mentions the use of the electric furnace and electrolytic methods for the production of aluminum in such a manner as to show that these processes were well known.

Following on the lines of Siemens' and Moncton's inventions or discoveries, Cowles, in 1885, patented a furnace and process for producing alloys of aluminum, and in 1887

Church's Cold Water Alabastine

**The Best
Wall Coating
on the Market.**

Sold by **Paint and Hardware**
Dealers everywhere.

New Advertising Features
this Season.

150 Newspapers
Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.

PARIS, ONT.

A Pension for Life

DO YOU WANT ONE ?

See one of our agents about it,
or send for explanatory circular
to Head Office.

**MANUFACTURERS'
LIFE INSURANCE COMPANY**

63 Yonge Street, (cor. Colborne)

Toronto, Canada.

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

THEILE & QUACK

ELBERFELD, GERMANY

Fine **POCKET CUTLERY**
RAZORS
SCISSORS

From all
Wholesale Dealers.

Quality unsurpassed

LAMPLOUGH & McNAUGHTON
Agents for Canada
MONTREAL

Alexander Macpherson & Son

Cant Dogs
Axe Handles
Green Wire Cloth
Sap Spouts
Globe and Check Valves
Etc., Etc.

378 St. Paul Street . . . **MONTREAL**

JOHN LUCAS & CO.'S

Imperial
French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

Herauld also patented a process of producing aluminum and aluminum alloys, only the alloys being made, however, for some years, pure aluminum not being produced by him or at his works until after Hall's process had been published and proved a commercial success; a curious fact being that in France, his native country, and where his works were situated, his patent for producing aluminum was allowed to lapse, presumably because it was not thought to be of value.

The following table will be of interest to users of aluminum, showing the reduction that has taken place in the cost of the metal:

	Per lb		Per lb.
1856 (Spring)....	£18 0 0	1886	£2 8 0
1856 (Autumn)....	5 10 0	1887... ..	1 13 0
1869	3 13 0	1888	1 0 0
1862	2 7 6	1889	0 8 6
1878	2 7 6	1895	0 1 6

The drop in price since 1886 is specially noticeable, and this drop, and specially the present low price, may properly be ascribed to the invention of Hall, and the broad-minded views of the American company, who believe that the cheaper price means a wider use, and in this a greater profit than keeping the price high and throttling the demand.

UNITED STATES WIRE IN AFRICA.

American barb wire promises, says Chicago Journal of Commerce, to gain a practical monopoly in South Africa. It is landed at Cape Town, all charges paid, at much less than the prices quoted by English manufacturers. Spades afford another instance in which United States manufacturers have the advantage, and the same is true in a measure of the general line of agricultural implements. Our goods are always packed economically, our printed lists always give full particulars as to price and discounts, and the people of South Africa seem to favor goods that are American made.

MINING ON TRAIL CREEK.

H. J. Kingsmill gives the following figures of the output of the Trail Creek mines during a part of the year 1895. These figures have been obtained from the smelters and are correct. For the nine months up to October 1st, the shipments of ore via Northport amounted to 8,027 tons. For the same period the shipments via Trail amounted to 9,000 tons. Total shipments for the period, 17,027 tons. The values of these ores were as follows: Gold, \$636,000; silver, \$33,000; copper, \$66,000. The average total value was \$43.16 per ton. Average in gold, \$37.35 per ton; average in silver, about \$2 per ton; average in copper, about \$4 per ton.—Statistical News-Advertiser.

Messrs. Halstead & Scott, bankers, have closed their bank in Wingham. Mr. Smith, their former agent, intends carrying on the banking business on his own responsibility.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

THE BEST

is the cheapest in

BRUSHES as well
as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE AND METAL

TORONTO

AN APPRENTICE'S WEEK'S WORK (*)

THE subject-matter of this essay on a "Week's Work of an Ironmonger's Apprentice" will depend, in a great measure, upon what stage of his apprenticeship the apprentice is at the chosen time.

I propose to take my own case, that of an indoor apprentice, having served nearly three years with a firm with whom I have gained a very varied experience, getting an insight into every department in turn. Of course different seasons of the year make a great difference in the class of articles supplied to customers, and so I have selected a week in the spring when new houses are being built, and house cleaning and repairing are in full swing.

On coming down into the shop on Monday morning my first duty is to water and sweep that portion of the shop which comes under my care, and to afterwards dust and arrange it.

After breakfast, when the day's work practically begins, the orders which have arrived by the morning's post are given out. Amongst others which fall to my share to execute is an order for a quantity of wire netting, which has to be cut to a required length and supplied with the necessary staples, and labelled ready for delivery by carrier. Half-a-dozen shovels are next tied up and addressed, to be delivered at a village shop by our cart within the next day or so. Half an hour is spent in putting in order the tinware-room, which comes in my department. Whilst thus employed I am called to serve a builder, who requires rim and stock locks, rim and thumb latches, sash-fasteners, axle-pulleys, racks, finger-plates, butts, etc., and whilst he is selecting them the stock parcels are put back in their respective places, and the order being given, the articles are packed and forwarded as directed. Another builder comes in who wants a close-fire range, and having one in stock which suits him, I take it to pieces, being careful to see that all the parts are complete, ready to be delivered directly after dinner. Having finished in the tinware-room, I take my place in the shop, putting all drawers in my department straight, stopping to serve a customer who has commenced house-cleaning, and requires a hair-broom and bannister-brush. Having fitted a handle to the broom, they are sent off by the errand-boy.

After dinner I assist the carman to put the range ordered before dinner on the cart, and give the necessary directions for the delivery of the goods. The next customer is a man who is in want of a copper furnace-pan, and a door-frame and grate has to be selected for same, after which I enter to his credit an old copper furnace-pan which he has brought with him. A gardener now comes in who wants a complete set of gardening tools,

including rakes, trowels, forks, hoes, spade, edging-iron and pruning-shears. The edging-iron, hoes, and rakes I have to fit with handles and hand over to the errand-boy. Just as I am going to tea a carpenter comes in wanting a tower-bolt and screws. On returning I first serve a man who wants a bill-hook; he takes some time to make up his mind, handling each one as it is laid before him, and finally taking the one first shown him. A painter, who is returning from his work outside the town, calls for a keg of color ground in oil, and also for sash-tools. Then a farm-laborer, who cannot get to the shop earlier, wants a four-tine fork. Then closing-time (7 o'clock) arrives. All goods sold on credit and entered during the day are called over, the counters are cleared, and the shop put straight for the night.

Early on Tuesday morning a boy for a pair of chest handles and screws is the first customer. He soon returns for a hasp and staple and a padlock. After breakfast I have to mark off a factor's invoice, and this, with slight interruptions for screws, nails, tacks, etc., takes up the time till dinner, after which a blacksmith comes for a few trace-swivels; then an order for rainwater gutters, pipes and fittings, with the necessary nails, brackets and pipe-hooks, is given out for me to get up. A locksmith for a cabinet-blank, followed by a lady for a saucepan, are my next two customers. The carrier next brings an order from a blacksmith in the country for a leather apron, horse-rasp and a thousand of horsenails. A builder sends his man for a packet of size and a distemper-brush. After tea the time is chiefly spent putting the shop in order, while customers in quick succession come in; one for a spade, another a fork, and another a spade and a billhook.

On Wednesday morning my time is principally occupied in going through the tinware department and seeing what we require, as a traveler in that line is expected. Before he arrives I have to serve a customer with a pair of scales, also set of weights for same. Then the traveler arrives and receives his order. A consignment of ranges arriving, the rest of the day is spent putting them together and arranging them in the warehouse.

Should any part or parts be broken these are returned at once to the makers to be replaced free. This being our early-closing day we shut the shop at 4 o'clock, and get out to take advantage of the one short day in the working week.

Thursday commences in much the same way as other days, but nearly the whole of the day is taken up with one customer, a gentleman lately arrived in the neighborhood. Being about to furnish the house which he has just purchased, he gives us the order for all articles he requires that are supplied by our trade. I am kept busily engaged assisting the manager, bringing forward goods as required by him to show the customer. After he has gone I am sent to the

house to take particulars and measurements of several things ordered, including bedroom, nursery and kitchen fenders, drawing and dining-room kerbs, new register stove and kitchen range.

In the afternoon I go down again with a workman and take the measurement for the required number of feet of pipe, and size of cistern, etc., to supply the house complete with hot and cold water, an order which has also been given us to carry out. At night I go through the list of things ordered, giving the manager particulars of articles not in stock, which he orders by the night's post.

Perhaps nothing of special interest occurs on Friday, but I am kept busy serving customers whose demands are in nearly every case dissimilar in character. One wants a pair of shelf-brackets and screws, another—a country undertaker—sets of coffin-furniture, then a plumber a ball-cock, another man a stone of nails, and leaving an order for 1 cwt. of the same to be sent to his address. A coachbuilder requires some tyre brass and carriage bolts, then a teapot is the next article asked for; this customer also takes a set of shoebrushes. A painter requires sash-tools and a paint kettle, a coachman a stout stable pail and a dandy brush, a small boy comes in for a sheet of emery, and a lady for a bottle of Brunswick black and brush. After dinner the nails ordered by the builder early in the morning are sent up, and I serve a customer with a piece of india-rubber insertion. A galvanized boiler filler and an "octopus" are next sold. At this moment one of the workmen comes in for a new range cock, and while getting this he observes that he may as well save time by looking out some bells, cranks, springs, pulls, etc., that he will want in a job he will shortly be at work on. All these have to be entered in the material books to their respective jobs. We are reminded that the cricket season is close at hand by the appearance of the secretary of the cricket club, who selects materials for the coming season, consisting of bats, balls, pads, gloves, and stumps. A cricket net, not in stock, is selected from a list and ordered the same day.

A lady comes in for a tin of enamel and a brush; then a carpenter for a jack-plane and a plated square; a builder requires axle-pulleys and sash weights, whilst he also selects a self-acting cottage range, taking the pulleys with him, and leaving orders for the weights and range to be sent to his address.

Early Saturday morning I have to load 100 cartridges for a gentleman who wants them

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

*Essay awarded first prize by Ironmonger, London.

for rook-shooting. After finishing them I load 200 more for stock, during which I am called off to show a door-gong; then to serve a carpenter who requires a chisel, and has also come to change an auger which has turned out faulty. A local tinman calls for an assortment of sheets of tin; a baker from a neighboring village requires a new inside furnace-door, but he not understanding how to measure the same, I am sent off on my bicycle to take the required measurements. While there he shows me his pump, which is out of order, and as it is an old one, and quite beyond repair, I persuade him to have a new one fitted, bringing the required particulars with me; we quote him the price by post, so that should the cost be more than he anticipates, he may have no cause for complaint when the job is finished. Saturday afternoon is generally a busy one; people who have been at work all the week take advantage of the afternoon to do their shopping. One requires a bib-tap, with nose-connection and a length of hose-pipe and rose for garden use. Another, also a gardener, buys a water-pot and a quantity of wall-nails. He brings his wife with him, who purchases a saucepan. Next the secretary to the tennis club comes in a great hurry for a dozen tennis balls, the opening day having arrived without a thought about wanting new balls. I then sell a carpenter a sliding bevil and a rule; then a lady buys a set of carvers and a dozen knives and forks, also an oil stove with kettle and saucepan for same. Then an engineer for some rivets and a gauge-glass. The rest of the evening is spent cleaning some box-irons, which have, unfortunately, become somewhat rusty. This job, with a few interruptions for a screw hammer and a saw, a brace and a galvanized waterpot, take up the time till nine, when we close, and put the shop in order ready on Monday to begin a fresh week.

GERMAN EXPORTS OF WIRE AND WIRE NAILS.

I happened to be looking over the other day the official German returns as to the exports of wire in 1894, and I found that the total amounted to 123,900 tons, besides 85,918 tons of galvanized or other "coated" wire, or a total of about 209,000 tons. The exports of British wire in the same year were about 36,000 tons—a showing which reflects no credit on our wire manufacturers, especially as out of the German total as much as 59,000 tons came to the United Kingdom! Why?

Then, again, I see that the German exports of wire nails amounted to 56,414 tons—think of that, not lbs., or even cwt., but tons! I daresay a very large proportion of this total came to the United Kingdom, and I want to know why we cannot produce wire nails as well as the Germans? I have been over some of the chief German factories, and I see no reason why we should not compete with them. The machinery is not very special, and as the cost of labor is a relatively small item, I do not see why we cannot, and do not, compete.—Vulcan, in Iron-monger.

Cushion and Flat Weather Strips To the Trade only.



Thos. Forrester, 298 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.

MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

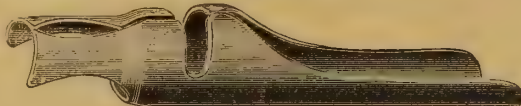
Maple Sugar Makers

Send for

Free Sample

OF THE...

MODERN SAP SPOUT



with directions for using and name of nearest dealer in your locality where supplies may be obtained.

The Thos. Davidson Mfg. Co., - - Montreal

SPRITE CYCLES

LEAD FOR LOW PRICES

QUALITY FINISH

CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

BRUSHES

R
U
S
H
E
S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE liabilities of A. Jeffrey & Son, wholesale carriage hardware, Toronto, are estimated at \$40,000. A meeting of the creditors is to be held on Monday.

W. J. Vanhouten, hardware, Nanaimo, B.C., has assigned.

Jacob Randall, painter, Ottawa, has assigned to W. A. Cole.

W. A. Cardwell, merchant, Cobourg, has assigned to A. J. Armstrong.

M. Grass, general merchant, Listowel, has assigned to C. S. Scott

J. H. Ross & Son, general merchants, are financially embarrassed.

Thos. B. McQuarries, general merchant, Mabou, N.S., has assigned.

The bailiff is in possession of the estate of J. F. Belanger, painter, Ottawa.

Mrs. C. Germain, general merchant, has compromised at 50c. on the dollar.

James Child, coal and wood merchant, of Ingersoll, has assigned to James Brady.

R. L. Rolls, general storekeeper, Centreton, has assigned to Richard Tew, Toronto.

Lena McKilvey, general merchant, Minden, has assigned to E. R. C. Clarkson, Toronto.

E. Roberge, general merchant, St. Denis, Que., has compromised at 25c. on the dollar cash.

Elie Reberge, general merchant, St. Denis, Que., is offering to compromise at 25c. on the dollar.

A meeting of the creditors of A. Beaulieu, general merchant, St. Pacome, Que., is called for to-day (Friday).

L. A. & T. Doan, general storekeepers, Dorchester South, have placed their estate in the hands of W. Warnock.

S. H. Frigon, general merchant, St. Tite, Que., has assigned, and a meeting of creditors has been called for 16th inst.

J. & J. Lugsdin, hats and furs, Toronto, have assigned. They owe between \$25,000 and \$30,000, and the assets are estimated at the same.

E. Robertson & Co., manufacturers of hardware specialties, Hamilton, have assigned to Walter Anderson. The creditors will meet on Wednesday next.

PARTNERSHIPS FORMED AND DISSOLVED.

Pierre Demers, hardware, Montreal, has admitted Aristide Demers as partner, under the firm name of P. Demers & Fils.

W. L. Thorn and Andrew D. Gall have registered a partnership in Montreal to carry on business as dealers in oils and mill supplies.

Smiley Bros. & Co., hardware merchants, St. Thomas, have dissolved partnership. G. Y. Smiley will retire, and the business will be conducted by G. W. Smiley.

Law, Young & Co., general merchants, Montreal, have admitted G. D. Law as partner.

G. H. House, C. E. Kennedy, and G. R. E. Kennedy have registered to carry on business as the Emergency Supply Co., manufacturers of fire extinguishers, Beebe Plain, Que.

CHANGES.

P. Latour, blacksmith, Ottawa, has sold out to W. J. Gormigan.

T. R. Flood, general merchant, Harrow, is to be succeeded Feb. 15 by Clarke & Bell.

Dickson P. Cottingham has been registered proprietor of D. P. Cottingham & Co., paints, etc., Montreal.

SALES MADE AND PENDING.

The assets of A. Bell & Co., general merchants, St. Agathe, Que., are to be sold.

G. H. Jones, jr., general merchant, Slattington, Que., has sold out to M. Davidson.

The general stock of M. Langanier, St. Alban, Que., has been sold at 56c. on the dollar.

These stocks have been sold at Suckling's: Cross Bros., general merchants, Drayton, \$2,822, to Neill & Small, Fergus, at 60c. on the dollar; boot and shoe stock of George Howell, Toronto, \$6,300, to Henry Arland, Hamilton, at 61½c. on the dollar.

FIRES.

D. Benoit & Co., tinsmiths, Drummondville, Que., have been burned out.

The general stock of R. N. Reid, Aylwin, Que., has been partially damaged by fire and water.

E. A. Piche and J. N. Turcotte, general merchants, Drummondville, Que., have been burned out.

DEATHS.

W. McEvilla, general merchant, Roxton Falls, Que., is dead.

Kate Fiendal, general merchant, New Germany, N. S., is dead.

ZINC SMELTERS COMBINE.

The biggest deal in the history of the zinc mining in Missouri was closed January 1. It united all the zinc smelters of the United States under one management, practically, and the result will be, the promoters claim, better prices for zinc in all branches, and a general revival of the industry. The money involved is about \$2,000,000, which is to be furnished by New York and Connecticut capitalists. The deal was engineered by B. F. Hobart, president of the Kansas and Texas Coal Co., which controls a big smelter at Pittsburg, Kan. The combination controls fourteen plants. It will put the zinc smelting industry of the United States, so far as the production of the slab zinc is concerned, in the hands of three companies.

AN AD. HAS MANY LIVES.

The value of an advertisement, says the Music Trade Review, no matter how old, if once it has been committed to type, is very peculiarly shown in the experience of Frank Howe, son of the late historian. For many years the historian was a resident of Cincinnati, engaged in the publishing business. He was at that time a very liberal advertiser in the newspapers of the State, and received a very large mail. Thirty years have passed since then, and yet occasionally, to this day, letters addressed to Henry Howe, at his Cincinnati street and number, are received by his son in New York, and after having been forwarded from Cincinnati. In one of these letters the writer explained that he had just come across an old paper containing an advertisement of a book in which he was interested, and wrote at a venture to see if a copy could be secured. The newspaper had been packed away in some corner and had, after long disuse, found an interested eye. This and other instances of the kind show that it is impossible to tell how and when an advertiser will get returns. It is made equally apparent that the good offices of an advertisement in a newspaper are never ended till the paper is destroyed.

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - - \$2,000,000.00
Assets, over - - - 2,375,000.00
Annual Income - - - 2,200,000.00

Head Office: **TORONTO, ONT.**

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

An Endless Belt . . .**IS LIFE INSURANCE**

which will bring back all you put on it. Its value in keeping the wheels moving and equalizing the strain on business men is more or less recognized, yet not so fully appreciated as it should be and will be. For full particulars of a Model Policy send to the . . .

Confederation Life Association

HEAD OFFICE: **TORONTO**

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

FOR IRON FENCING BANK AND OFFICE RAILINGS



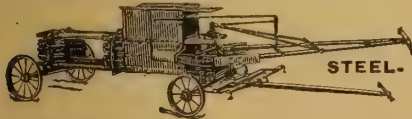
and all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

THE UNIVERSAL VARNISH

Is a leader for Inside or
Outside Work.

A. RAMSAY & SON
MONTREAL.



Meat Choppers

Enamelled white inside and
japanned outside.

GREAT FAVORITES

For sale by . . .

WOOD, VALLANCE & CO.
Hamilton, Ont.

OUTPUT OF THE SLOCAN MINES.

Mr. Byron White, the manager of the "Slocan Star" mine, estimates the output of the Slocan mines the coming year at 20,000 tons. "The 'Slocan Star' will ship 10,000 tons of this," he said to a Spokesman-Review reporter. "Development work in the Slocan has run far ahead of production," he continued, "and now that the railroad is built, the mines have large ore bodies blocked out, all ready for knocking down and shipping. Many of them, in fact, have large quantities of ore on the dump, waiting for a snow fall to take their product down to the railroad."

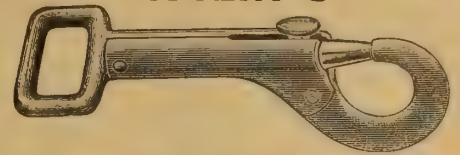
"The ore shipped from the Slocan," said Mr. Lane Gilliam, "will average at least 120 ounces of silver and 1,200 pounds of lead, over and above the 10 per cent. of lead and five per cent. of silver knocked off by the smelters for loss in treatment. With silver at 67 cents this would bring \$80.40, and with lead at 3 cents, \$36, or \$116.40 per ton. A good deal of the ore in that section returns 600 and 700 ounces per ton. Last winter the Goodenough, from a 14-inch vein, shipped one carload of ore which netted the owners \$8,970 after all cost of freight and treatment had been paid."

Conservative mining men think that the gross value of the Slocan ore will average \$125 per ton. At this rate the estimated output for the coming year would be \$2,500,000.

DISCUSSION RE ACETYLENE GAS.

The Engineering and Mining Journal is carrying on a controversy with some gentlemen interested in acetylene gas production, which is not without some elements of acerbity. Calcic carbide yields about as much gas as coal does, but the gas is ten times as powerful. If calcic carbide cost ten times as much as coal illumination by coal gas and by acetylene gas would be about equally expensive. But calcic carbide is produced from coke and lime in an electric furnace, and The Journal figures that the electric power alone would cost about \$55 a ton of calcic carbide. There was talk among promoters of making it for \$5 to \$7 a ton, since advanced to \$40, with a prospective reduction to \$30. At these figures acetylene would, of course, be much cheaper than coal gas, but a correspondent of The Journal says that calcic carbide costs \$70 a ton at one of the largest and most perfect chemical factories in Germany. The Pittsburg Reduction Co. is said to have given up its experiments with acetylene, because its calcic carbide cost it \$150 a ton. The suggestion in a prospectus that calcic carbide is about to be produced more cheaply without electricity is commented on by The Journal as a confession that the present process, which claims the protection of patents, and on the strength of which rights have been sold, is worthless.—N.Y. Journal of Commerce.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

Hand Drilling Machines

There are no better drills than ours, but inferior machines may be bought readily enough. Reliable goods pay both merchant and consumer.

A. B. Jardine & Co.,
HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,**Montreal****CURRENT MARKET QUOTATIONS.**

TORONTO, Jan. 10, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.**Tin.**

Lamb and Flag
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes 85 25
I.X., " 6 50
I.X.X., " 7 75

R. & Co. -
I.C. 5 25
I.X. 6 50
I.X.X. 7 70

Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X., " 4 75 5 00
I.X.X., " 5 75 6 00
I.X.X.X., " 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X., " 4 50 4 75
D.X.X., " 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.
Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00 6 25
I.X., Terne Tin 8 25 8 50

Charcoal Tin Boiler Plates. Per lb.
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 06 0 06¾
" 14x65, " }
Tinned Plates.
72x30 up to 24 gauge 0 06 0 06
26 " 0 06
28 " 0 07¼ 0 07½

Iron and Steel.

Base Price.
Common Bar, per 100 lbs 1 70
Refined " 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 20
Hoop " 2 20
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50
Tire Steel " 3 00 3 25
Machinery " 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

2-inch 0 10½
3-inch 0 13½

Steel Boiler Plate.

¼ inch 2 45
¾ " 2 35
¾ " and thicker 2 25

Sheet Iron.

8 to 20 gauge 2 40 2 50
22 to 24 " 2 25 2 35
26 " 2 35 2 45
28 " 2 50 2 65

Canada Plates.

All dull 2 40
Half polished 2 50
All bright 3 00

Iron Pipe.

Wrought, ¼, ¾, 1, 1½ p.c.; ½ to 1¼ in. 65 and 10
1½ to 2 in. 70 p.c.
Galvanized, 50 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—
Per lb. Per lb.
16 to 24 gauge, per lb. 0 04½ 0 04¾
26 gauge, " 0 04¾ 0 05
28 " 0 05 0 05½
16 to 24 gauge, per lb. 0 04 0 04½
26 gauge, " 0 04½ 0 04¾
28 " 0 04¾ 0 04¾
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ½ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 7-16 " " 3 35
" 1 " " 3 25
" 1½ " " 2 95
" 2 " " 2 85
" 2½ " " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards. 0 15
Jack chain, brass, single, per doz. yards. 0 20 10

Copper.**Ingot.**

English B. S., ton lots 0 11¼ 0 12
Lake Superior 0 11¼ 0 12

Boil or Bar.

Cut lengths, round, ½ to ¾ in. round and square 0 20 0 22
1 to 2 inches. 0 18 0 19
NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes. 0 15 0 16½
NOTE. Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
" 35 to 45 " " 0 15 0 15½
" 50 lb. and above, " " 0 14½ 0 15

Boiler and T. K. Pits.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge. 0 20 0 22
" 27 to 30 " 0 21 0 23
" 30 and up 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04¼ 0 04½
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04¾
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03½
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04¾
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04¼ 0 04½
NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net. price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

Per lb. Per lb.
Bar half-and-half 0 12¼ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 10 0 10½
Other makes, per lb. 0 09½ 0 10

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil. 25 lb. irons \$4 75
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto.)
James' genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00
Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb 0 10
" 100 lb. drums 0 10
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 09
" do 0 09
Drop Black, pure 0 18
Chrome Yellows, pure 0 12
Chrome Greens, pure, per lb. 0 03¾
Olden Ochre 0 03¾

Varnishes.

(In bbls.)
No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g. 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 20
Pure Orange Shellac 2 10 2 15
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 40

Linseed Oil.

(In bbls.)
Raw, per gal 0 53 0 56
Boiled, per gal 0 56 0 59

Turpentine.

(In bbls.)
-Barrel lots 0 39
" " 0 40 0 41

Castor Oil.

Best, per lb 0 06½ 0 07½

Cod Oil.

Cod Oil, per gal 0 50 0 51

Glue.

(In bbls.)
Common 0 07¾ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatin 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.**Ammunition.**

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.
Wads.—Baldwin's
Best thick white felt wadding, in ¼-lb. bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge 0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.	
Per lb.	0 10 0 12½
Anvil and Vice combined, each	4 50

Augers.	
Gilmour's, discount 50 per cent.	
Hollow Stearns', per dozen	13 00 20 00
Adjustable Stearns', each	5 50 6 50
Post-hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled, per gross	3 60 7 30
Saddler's, per gross	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 25 8 00
Sewing, per gross	

Awl and Tool Sets.	
Millar's Falls, per doz.	2 80 3 30

Axles.	
Per box	6 00 12 00

Axle Grease.	
Per gross	7 00 13 00

Bath Tubs.	
Zinc discount	3 90 4 00
Copper, discount, 50 per cent. off revised list	
Steel clad, 20 per cent. discount.	

Bells.	
Hand.	
Brass, 60 to 66½ per cent.	
Nickel, 50 and 10 to 60 per cent.	
Door.	
Gongs, Sargent's	5 50 8 00
" Peterboro', discount 50 per cent.	
Cow.	
American make, discount 60 to 60 and 5 per cent.	
Canadian, discount 45 and 50 per cent.	
Farm.	
American, each	00 5 00
House.	
American, per lb.	0 35 0 40

Bellows.	
Hand, per doz.	3 35 4 75
Moulders', per doz.	7 50 10 00
Blacksmiths', discount 65 per cent.	

Belting.	
Agricultural, 60 per cent.	
No. 1, leather, discount 50 per cent.	
Standard, 45 per cent.	

Bench Stops.	
Per doz.	5 00 6 00

Bits.	
Auger.	
Gilmour's, discount 45 and 5 per cent.	
Excelsior, discount 60 per cent.	
Rockford Common, 65 to 65 and 5 per cent.	
" Perfection, 50 and 10 per cent.	
Jennings' Gen., net list to 5 p. c. discount.	
Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 20 per cent.	
Excelsior, 10 per cent.	
Gimlet.	
Clark's, per doz.	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex, per doz.	1 25 1 75
Mascotte, "	1 35 1 85
Erminie, "	1 12 1 20

Blind and Bed Staples.	
All sizes, per lb.	0 11 0 15

Bolts.	
Carriage, dis. 60 p. c. off new list.	
Tire, dis. 60 per cent.	
Stove, dis. 60 per cent.	
Elevator, dis. 45 to 40 per cent.	
Machine, dis. 55 and 5 p. c. off new list.	
Coach Screws, dis. 65 and 5 p. c.	

Boring Machines.	
Complete, with augers, each	5 00 7 50

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets.	
Shelf.	
Japanned Canadian, per doz.	
pairs	0 50 3 40
Berlin Bronze Canadian	0 85 3 20

Broilers.	
Light, dis. 65 to 67½ per cent.	
Reversible, dis. 65 to 67½ per cent.	
Vegetable, per doz., dis. 37½ per cent.	
Henis, No. 8, "	6 00
Henis, No. 9, "	7 00
Queen City	7 50 10 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	4 23

Butts.	
Brass.	
Wrought Brass, dis., 75 and 10 per cent.	
Cast Iron.	
Loose Pin, dis. 60 and 10 to 70 per cent.	
Wrought Steel.	
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.	
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen. Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.	
Horse, per doz.	0 60 1 00

Carpet Stretchers.	
American, per doz.	1 00 1 50
Bullards, per doz.	6 50

Carpet Sweepers.	
Bissell, per doz.	22 50
World, "	21 75
Daisy, "	24 00
Star	18 00
Crown Jewel, per doz.	29 00
Grand Rapids, "	30 00 33 00

Cartridges.	
(See Ammunition.)	

Castors.	
Bed, new list, dis. 55 to 57½ per cent.	
Plate, dis. 55 to 57½ per cent.	

Cattle Leaders.	
Nos. 31 and 32, per gross	8 50 11 25

Cement.	
Portland, car-load lots	2 70
Thomson, "	1 10
Queenstown, "	1 10
Napanee, "	1 10

Chalk.	
Carpenters' Colored, per gross	0 45 0 75
White lump, per cwt	0 60 0 65
Red	0 05 0 06
Crayon, per gross	0 14 0 18

Chisels.	
Socket, Framing and Firmer.	
American, dis. 75 to 77½ per cent.	
Canadian, dis. 35 to 40 per cent.	
Tanged firmer, per doz.	0 85 4 00

Churns.	
Daisy or Leader, dis. from factory, 70 per cent.: from stock, 65 and 5 per cent.	

Clamps.	
Judds', dis. 20 per cent.	
Stearns', per doz.	3 00 10 00

Clips.	
Axle, dis. 65 per cent.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, Etc.	
American, dis. 62½ to 65 per cent.	

Cradles, Grain.	
Canadian, dis. 25 to 30 per cent.	

Dies.	
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.	
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.	

Door Springs.	
Torrey's Rod, per doz.	2 00
Coil, per doz.	0 88 1 60
English, per doz.	2 00 4 00

Draw Knives.	
American, dis. 70 and 10 per cent.	
Canadian, dis. 25 to 35 per cent.	

Drills.	
Hand and Breast.	
Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

DRILL BIT.	
Morse, dis. 37½ to 40 per cent.	
Standard, dis. 17½ to 50 per cent.	

ELBOWS.	
Stovepipe.	
Per doz.	90 1 75

FAWCETS.	
Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 30
Fenn's Corkstops, No. 2, per dozen	1 70
Petroleum, per doz.	4 50 6 50

FILES AND RASPS.	
Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.	
Black Diamond, 50 and 10 per cent. discount, Amer. list.	
Nicholson's, dis., Amer. list, 50 and 10 per cent.	
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.	
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.	
Globe File Co.'s, dis. 60 and 10 per cent.	
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.	
Horse Rasps, dis. 45 per cent., Amer. Hellers	
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.	
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.	

FLUTING MACHINES.	
Each	0 60 2 00

FORKS.	
Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.	

FREEZERS.	
Ice Cream.	
Gem, dis. 57½ to 60 per cent.	
Shepard's Lightning, dis. 50 to 50 and 10 per cent.	

FRUIT PRESSES.	
Henis, per doz.	3 25 3 50
Enterprise, dis. 10 per cent.	
Shepard's Queen City, dis. 15 per cent.	

FRY PANS.	
Acme, dis. 62½ to 65 per cent.	

GAUGES.	
Marking, Mortise, Etc.	
Stanley's, dis. 50 to 55 per cent.	
Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

Jowitt's, dis., Canada list, 25 per cent. a	
27½ per cent.	
Globe File Co's, dis. 60 and 10 per cent	

KNIVES.			Bailey's (Stan. R. & L. Co.), 50 per cent.			SCALES.			Trunk Tacks, black, dis. 60 per cent.		
Claus, bread, cake, and paring knives, \$7.00			Miscellaneous, dis. 25 per cent.			Gurney Scales, 50 p.c.			Trunk Nails, 5c. lb. off list.		
doz. sets nett. to 10 per cent.			Bailey's Victor, 25 per cent.			B. S. & M. Scales, 50 p.c.			Trunk Tacks, tinned, 66½ per cent.		
Hay knives, spear point, L or T handle, 60						Champion, 60 per cent.			Cigar Box Nails, dis. 45 per cent.		
per cent.									Shoe Finders Tacks, 40 p. c.; Zinc, 37½ p.c.		
Lighting, per doz. 6 50 8 40			PLANE IRONS.			English, per doz. 2 00 5 00			Shoe Nails, Hurgarian Nails, etc., 35 p. c.		
Heath's, 52½ p.c.											
LADLES.			PLIERS AND NIPPERS.			SCRAPERS.			TAPE LINES.		
Melting, per doz. 1 70 4 50			Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.			Box, per doz. 2 10 4 50			English, ass skin, per doz. 2 75 5 00		
LEMON SQUEEZERS.			Button's Imitation, per doz. 5 00 9 00			Foot, " 0 40 3 50			English, Patent Leather 2 50 9 75		
Porcelain lined, per doz. 2 20 5 60			German, per doz. 0 60 2 60			Window, patent, per doz. 3 50 4 50			Chesterman's, each 0 90 2 85		
Galvanized, " 1 87 3 85						Door, per doz. 8 75 9 00			" steel, each 0 80 8 00		
King, wood, " 2 75 2 90			PLUMBS AND LEVELS.			SCREW DRIVERS.			THERMOMETERS.		
" glass, " 4 00 4 50			S. R. & L. Co., dis. 70 and 10 p.c.			Sargent's, per doz. 0 65 4 00			Tin case and dairy, dis. 75 to 75 and 10 p. c.		
All glass, " 1 20 1 30			POPPERS.			SCREWS.			THIMBLES.		
LINES.			Corn, square, per doz. 1 35 2 00			Wood, F. H., iron, and steel, dis. 77½ p.c.			Asbestos, filled, per doz., 35 to 40 p. c.		
Fish, per gross. 1 05 2 50			PRUNING SHEARS.			" R. H., " dis. 72½ p.c.			TIES.		
Chalk, " 1 90 7 40			Per doz. 4 00 5 50			" F. H., brass, dis. 75 p.c.			Cow, per doz. 1 25 2 50		
LOCKS.			PULLEYS.			" R. H., " dis. 70 p.c.			TINNERS' TOOLS.		
Canadian, dis. 50 p.c.			Hothouse, per doz. 0 55 1 00			Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.			P. S. & W., net list.		
Russell & Erwin, per doz. 2 90 7 50			Axle, " 0 22 0 33			Bench, wood, per doz. 3 25 4 00			Canadian, 35 to 37½ per cent.		
Cabinet, "			Screw, " 0 27 1 00			" iron, " 4 25 5 75			TINWARE.		
Eagle, dis. 40 to 42½ p.c.			Awnings, " 0 35 2 50			SCYTHES.			Stamped, dis., Assn. list, 80 per cent		
Padlock, "			PUMPS.			Discount, 60 p.c. revised list.			Japanned, prices on application.		
English and Am., per doz. 0 50 6 00			Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			SCYTHE SNATHS.			Pieced, prices on application.		
Scandinavian, " 1 00 2 40			Pitcher spout, 70 to 70 and 5 p.c.			Canadian, dis. 40 to 45 p.c.			TRANSOM LIFTERS.		
Eagle, dis. 15 to 17½ p.c.			Canadian cistern, 60 to 62½ p.c. from factory.			SHEARS.			Payson's, per doz. 2 60		
MALLET.			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., japanned, dis. 75 p.c.			TRAPS.		
Tin Smiths', per doz. 1 25 1 50			PUNCHES.			B. & W. N.P., dis. 65 p.c.			Steel.		
Carpenters', hickory, per doz. 1 25 3 75			Saddlers', per doz. 1 00 1 85			Seymour's, dis. 60 p.c.			Game, Newhouse, dis. 33½ to 35 p. c.		
Lignum Vitae, per doz. 3 85 5 00			Conductors', " 9 00 15 00			Etna, dis. 75 to 75 and 10 p.c.			Game, H. & N., P. S. & W., 62 to 60.10.		
Caulking, each 1 60 2 00			Tinner's solid, per set. 0 00 0 72			Heinisch, dis. 60 p.c.			Game, steel, 70 to 70 and 5 p.c.		
MATTOCKS.			" hollow, per inch. 0 00 1 00			Bristol, japanned, 80 p.c.			Mouse, per doz. 0 35 1 50		
Canadian, per doz. 8 50 10 00			PUTTY.			" N.P., dis. 70 p.c.			Rat, per doz. 1 40 6 00		
MEAT CUTTERS.			Bladder, per lb. 0 01½			Claus, full nickel, 60 p.c.			TROWELS.		
Enterprise, American, dis. 25 p.c.			Tins, lbs. 2 50 2 75			" japanned handles, 67½ p.c. off.			Disston's, discount 10 per cent.		
MINCING KNIVES.			RAIL.			Seymour or Heinisch tailor shears, 15 p.c.			German, per doz. 4 75 9 00		
American, per doz. 0 42 2 35			Barn door, per foot. 0 03 0 03½			SHEAVES.			Brude's " 5 00 10 50		
MOLASSES GATES.			Sliding door, " 0 03½ 0 03½			Sliding door, per set. 0 77 1 40			D. & S., discount 35 per cent.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			Lanes, " 0 03½ 0 03½			CANADIAN, dis. 42½ p.c. special brands net price.			TRIERS.		
NAILS.			RAKES.			SIEVES.			Butter, per doz. 6 25 9 00		
Cut Nails (Iron)—			Cast steel and malleable Canadian, list dis. 60 p. c. revised list.			Wood rim, black, per doz. 1 05 1 10			TWINES.		
1. Either Canadian or American pattern			Wood, 25 per cent.			" tinned, " 1 25 1 35			Bag, Russian, per lb. 0 21		
Basis—50 to 60 dy. 2 50			RAZORS.			Tin rim, per doz. 2 30 2 45			Wrapping, mottled, per pack. 0 50 0 60		
40 dy. 2 55			Geo. Butler & Co.'s, per doz. 8 00 18 00			" black. 1 80 2 25			Wrapping, cotton, per lb. 0 17 0 18		
30 dy. 2 60			Boker's, " 7 50 11 00			SNAPS.			Mattress, per lb. 0 33 0 45		
20, 16, and 12 dy. 2 65			Wade & Butcher's, " 3 60 10 00			Harness, German, dis. 35 to 37½ p.c.			Staging, " 0 27 0 35		
10 dy. 2 70			Arbenz's, " 9 00 18 00			Acme, " 3 00 5 00			Broom, " 0 30 0 55		
8 and 9 dy. 2 75			Theile & Quack's " 7 00 12 00			Lock, Andrews' 4 50 11 50			Binding, Blue Ribbon. 0 06½ 0 07½		
6 and 7 dy. 2 90			RAZOR STROPS.			SAPOLIO.			" Red Cap. 0 06½ 0 06½		
2. American pattern only—			Currier's, per doz. 1 25 3 60			In 1 or ½ gross boxes, per grs. 0 00 11 30			" Prisoner 0 00		
From 4 to 5 dy. 3 10			RIVETS AND BURRS.			SOLDERING IRONS.			Carload lots of binder twice shipped under above figures.		
3 dy (lath). 3 50			4 mos. or 3 per cent. cash 30 days.			Per lb. 0 00 0 24			VISES.		
3. Canada pattern only—			Copper rivets, dis. 45 per cent.			WROUGHT SPIKES.			Hand, per doz. 4 00 6 00		
From 4 to 5 dy. 3 00			Iron, " dis. 55 per cent.			Discount, 20 per cent.			Ench, parallel, each 2 00 4 50		
3 dy (lath). 3 40			Tinned and black rivets, 55 per cent.			SPOKE SHAVES.			Coach, each. 6 00 7 00		
3 dy. A.P. fine. 4 10			Burrs, iron, 50 per cent.			Wood, English 1 80 5 00			Peter Wright's, per b. 0 12 0 13		
Car lots 10c. less.			Terms, 4 mos. or 3 per cent. cash 30 days.			Iron, American. 1 35 2 35			Pipe, each. 5 50 9 00		
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			RIVET SETS.			SPOONS AND FORKS.			Saw, per doz. 6 50 13 00		
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.			Canadian, dis. 30, 35 per cent.			Tea spoons, per gross. 7 50 12 00			WASHER CUTTERS.		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			ROPE.			Dessert, " 21 00 00 00			Per doz. 4 00 8 50		
NAIL PULLERS.			Sisal. Manila			Table, " 30 00 30 00			Washers "Iron," 40 per cent., 4 months or 3 per cent.		
German and American. 1 85 3 50			7-16 in. and larger, per lb. 7 00 9½			Dessert Forks, " 24 00 00 00			WELL WHEELS.		
NAIL SETS.			¼, 5-16, ¾ in. 7½ 00 9¾			Medium " 27 00 00 00			Amer., per doz., 8, 10 and 12 inch. 3 38 6 00		
Square, round, and octagon, per gross 3 38 4 00			Cotton 15 17			Table " 36 00 00 00			WIRE.		
Diamond 12 00 15 00			Russia Deep Sea 00 13			SQUARES.			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
NETTING.			Jute 6¾ 7½			Iron, per doz. 1 65 2 90			Copper Wire, 10 per cent. rev. list discount.		
Poultry, 65 and 10 to 70 per cent.			RULES.			Steel, dis. 70 and 10 p.c. rev. list.			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
OIL.			Boxwood, dis. 80 and 5 to 10 p.c.			Try and bevel, dis. 50 to 52½ p.c.			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Canada refined oil (Toronto). 0 16 0 16			Ivory, dis. 37½ to 40 p.c.			STAPLES.			Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.		
Carbon safety " 0 18 0 19			SAD IRONS.			Fence, galvanized 0 03½			Broom Wire, per lb. 0 05½ 0 06		
Canada w. w. " 0 18 0 19			Mrs. Potts, per set. 0 65 1 00			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Clothes Line Wire, 19 gauge, per doz. coils 3 95		
American w. w. " 0 00 0 20½			N.P., per set. 0 00 1 90			STOCKS AND DIES.			WIRE FENCING.		
S. r. seal, per gal. 0 63 0 65			SAD HEATERS.			American, dis. 25 p.c.			Galvanized, 2 barb, 2½ and 5 inches apart 0 03½		
OILERS.			Dome, Shepard's, per doz. 4 75 5 00			STOVE POLISH (CATCHPOLE'S).			Galvanized, 4 barb, 4 and 6 inches apart 0 03½		
McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50			SAND AND EMERY PAPER.			Stovepipe varnish, enamelled cans, per doz. 1 75			Galvanized, plain twist, all new! 0 03½		
Zinc and tin, dis. 50, 50 and 10.			B. & A. sand, 40 and 5 to 45 per cent.			No. 1 stove paste, per gross. 9 00			" Lock Barb, 4 point 0 00		
Copper, per doz. 1 25 3 50			Emery, per quire. 0 55 0 90			No. 2 " 4 80			" Glidden, 2 point 0 00		
Brass, " 1 50 3 50			SASH CORD.			STONE.			Galvanized Barb, "Lyman," 2 to 4 points 0 00		
Malleable, dis. 25 per cent.			Per lb. 0 22 0 50			Washita, per lb. 0 28 0 50			Steel Staples 0 00 0 7½		
PAIS.			SASH LOCKS.			Hindustan, " 0 06 0 07			Terms, 60 days, or 2 per cent. in 30 days.		
Galvanized, per doz. 2 25 3 30			Triumph and Morris, dis. 37½, 40 per cent.			" slips, per lb. 0 09 0 09			Freight prepaid on lots of 500 lbs. or over.		
PENCILS.			Kempshell's, dis. 40, 62½ per cent.			Labrador, " 0 00 0 13			WIRE CLOTH.		
Dixon's, per gross. 1 00 4 25			Canadian, dis. 45, 50 per cent.			Axe, " 0 00 0 15			Ordinary, discount 25 per cent.		
Carpenter. 2 25 3 60			SASH WEIGHTS.			Turkey 0 00 0 50			Painted Screen, per 100 sq. ft. 1 60		
PICKS.			Sectional, per 100 lbs. 1 40 1 50			Arkansas 0 00 1 50			WRENCHES.		
Per doz. 6 00 9 00			SAWS.			Water-of-Ayr " 0 00 0 10			Acme, 35 to 37½ per cent.		
PICTURE NAILS.			Crosscut, McMillan & Haynes, per dozen 0 40 0 70			Scythe, per gross. 3 50 5 00			Agricultural, 70 and 10 to 75 per cent.		
Porcelain head, per gross. 1 65 3 00			"Empire," McMillan & Haynes, per ft. 0 00 0 70			Grind. per ton 15 00 18 00			Standard, dis. 60, 60 and 10 per cent.		
Brass head, " 0 40 1 00			Hand, Disston's, dis. 10, 12½ p.c.			TACKS, BRADS, ETC.			Coe's Genuine, dis. 32½ to 35 per cent.		
PLANES.			S. & D., 40 to 40 and 10 per cent.			Leather carpet, 30 p.c.			Diamond, dis. 33½ to 35 per cent.		
Wood, bench, Canadian dis. 60 per cent., American dis. 57½.			Crosscut, Disston's, per ft. 0 35 0 55			B B B carpet, blued, dis. 60 p.c.			Towers' Engineer, each 2 00 3 00		
Wood, fancy Canadian or American, 37½ to 40 per cent.			Hack, complete, each. 0 75 2 75			" tinned, dis. 65½ p.c.			" S., per doz. 5 80 7 00		
			frame only. 0 00 0 75			Swedes' iron, blued or tinned, dis. 52½ p.c.			G. & K.'s Pipe, per doz. 6 00		
			SAW SETS.			Upholsterers', dis. 50 p.c.			Burrell's Pipe, each 3 40		
			"Lincoln," McMillan & Haynes, per doz. 0 00 7 50			Copper nails, all kinds, dis. 60 p.c.			Pocket, per doz. 1 25		
			Whiting, " 6 87 7 00			Clout nails, dis. 50 p.c.					
						Patent brads, dis. 50 p.c.					
						Finishing nails, dis. 45 p.c.					
						Trunk nails, black, dis. 65 p.c.					
						Tinned tacks, 35 per cent.					
						Cut tacks, (in bulk), 50 per cent.					



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage
builders.

P. D. DODS & CO.

MONTREAL

WITCHKLOTH

The latest and best for cleaning Gold,
Silver, Brass, Nickel, Copper, Bicycles,
etc. **Retails at 15c.** Send small
sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



**Champion Fire and
Burglar-Proof Safes . .**

Made with Solid Welded An-
gle Iron Frame, Iron Inside
Doors; 1,000,000 Changes
Combination Lock. Twelve
years trial have proven them
the Best. Fifteen sizes in
stock. Write for our Price
List.

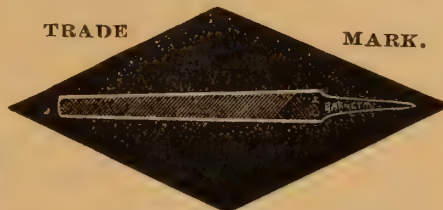
S. S. KIMBALL

577 Craig St., Montreal, P.Q.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

**Roll
Paper
Cutters**

Sizes from 4 inches to
60 inches in width.

The E. B. EDDY CUTTER re-
commends itself by its simplicity
of construction. Nothing to "give
way"—Just a blade and a place
to hang the roll of paper—It cuts
—and it cuts well.

TORONTO BRANCH

38 Front St. West.

The E. B. EDDY CO., Ltd.

HULL, CANADA

FALL GOODS

Elbows

Stove Boards

Stove Shovels

Lanterns

Coal Hods

Stove Lifters

and

Pokers

WRITE FOR PRICES

THE

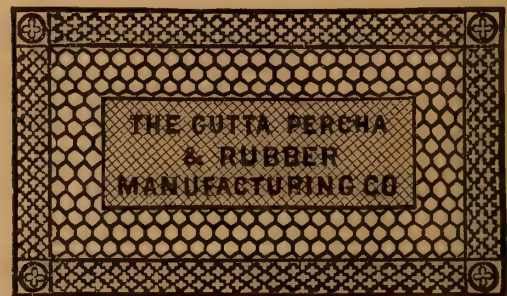
James Robertson Co. Ltd.

TORONTO

BELTING, HOSE, PACKINGS



**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

SKATES

STOCK IS STILL COMPLETE IN

GENUINE ACME

NOS. 3, 5, 7, 10, ALSO

STARR HOCKEY

NOS. 5, 7, 10

We keep, as well, a full line of Fixtures for Acmes.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, JANUARY 18, 1896.

No. 3.



MAGNOLIA METAL



— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill,
Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

STILL AHEAD WITH

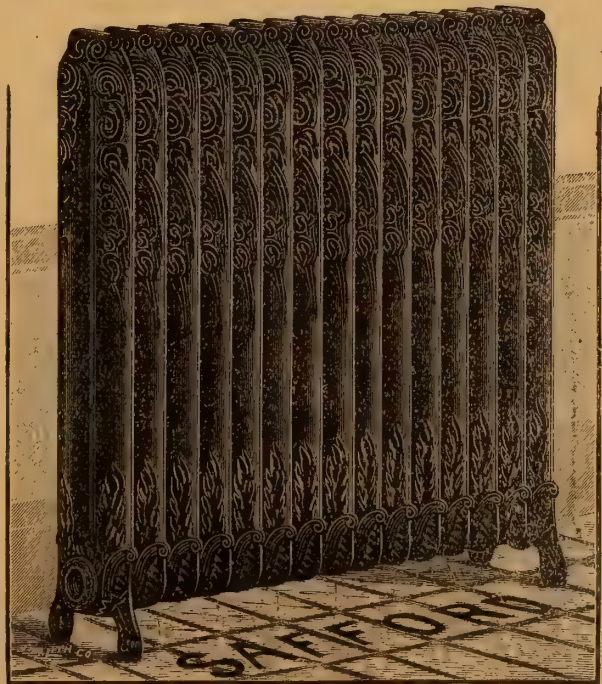
“Safford” Patent Radiators

FOR HOT WATER AND
STEAM

HEATING

USED BY THE
GOVERNMENTS OF
EVERY EUROPEAN
COUNTRY.

Positively no other heater made to compare with
the “SAFFORD.” Handsomely ornamented.
Never leak. Made only by



The Toronto Radiator Mfg. Co.

Largest Radiator Manufacturers
Under the British Flag.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . . .

Fine Builders' Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

HOT WATER URNS



Prices lower
than ever.

Send for
Catalogue.

The Booth Copper Co.

TORONTO, ONT.

YOU WANT OUR _____

Factory Milk Can Trimmings



THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 18, 1896

No. 3

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - 146 St. James St.

EUROPEAN BRANCH:

Canadian Government Offices,

17 Victoria St., London, S.W.

R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

BRITISH AND U. S. CONTRIBUTIONS TO OUR DUTIES.

AMONG the interesting features to be noted in the Trade and Navigation Returns just issued is one relating to the duty paid by British and American goods respectively.

A glance over the trade returns shows that only on six occasions during the last twenty-three years have our imports from Great Britain exceeded those from the United States, and yet, in spite of this fact, the greater proportion of the duties collected on the goods brought in from the two countries in question have invariably been borne by those from Britain.

But the disproportion between the duties paid by British and American goods has undergone a marked change since 1872, the most remote year to which the figures we have at hand carry us back.

In that year the proportion to the whole was 6.30 and 1.80 respectively. Last year, 1895, the proportions borne by each were 6.36 and 5.45. This, compared with 1894, was a decrease of .14 in the ratio on British goods and an increase of .58 on United States goods.

In 1872 the imports from Great Britain for home consumption were 58.87 of the whole, and those from the United States 32.70. Last year the proportions were 29.50 and 51.40 respectively, or an increase of 18.70 in American goods and a decrease of 9.37 in British goods. Last year, however,

is rather an unfair year by which to make comparisons of this kind.

What we import from Great Britain is largely finished products. From the United States, on the other hand, we bring in a great deal of raw material to be turned by us into the finished article. This not only explains why British goods pay a larger proportion of the duty, but, furthermore, it had its influence in a marked degree on the imports from the respective countries for the fiscal year 1894-95.

As we pointed out a week ago in dealing with the returns, last year the importers of finished products, owing to the depression in the United States, and the influence it exerted on this country, were cautious to an unusual degree, a condition which naturally exhibited itself in the returns showing the imports from Great Britain.

As 1895 progressed it will be remembered the manufacturing industries in Canada began to put on their normal activity, with the result that more raw material was wanted. The imports from the United States would naturally reflect this. But, furthermore, the tide of imports from that country was augmented during the first half of the fiscal year 1894-95 by the influx of American finished products into Canada, the urgent need of money on the other side inducing the manufacturers there to slaughter the Canadian market in order to get the "need-ful." The British manufacturer, on the other hand, not experiencing the same acute depression nor the same pronounced need of money, did not resort to the same tactics.

Taking the more normal year of 1893-4 the percentage to the whole of the imports from Great Britain was 34.60, and from the United States 46.90, as compared with 29.50 and 51.40 last year, as already stated.

By way of comparison, it may be interesting to note that while our total exports to Great Britain in 1872 were but 30.40 to the whole, in 1895 they were 54. With regard to exports to the United States, in 1872 they were 43.80 to the whole, and in 1895 the proportion had fallen to 35.39. And our exports to the United States in 1895 were larger than for any previous year since 1883, while those to Great Britain were nearly seven millions less than in 1894, and about three millions less than in 1892 and 1893.

LATE BOOM IN IRON AND STEEL.

RECENTLY the easiness in the price of American iron has drawn attention to the remarkable swing that the material has had during the past year.

Between the beginning and end of 1895, the iron and steel business had probably as great a boom as the world ever witnessed.

In 1879-80 prices advanced more, but the increase in production did not begin to compare with those of the year just past.

The increase in the output during 1879-80 was over 1,000,000 tons. From 1894 to 1895 the increase was almost 3,000,000 tons, being 9,400,000 against 6,657,000 in 1894.

The virtual starting point of the boom in 1895 was during April, but the market did not show in a marked degree the revival of activity until a month later.

After the middle of May the advance in prices was rapid and continuous until the middle of last September, when the climax was reached. The decline began at that date, and has been continued up to the present time, though prices have not yet been carried to the low level of the previous years of depression.

The widest range and the greatest activity was naturally shown by the largest factor in the trade, Bessemer steel billets and pig iron. The extreme range in the latter was \$8 per ton, while the difference between the cost of manufacture at the highest and lowest points was only \$1.

This shows that the rise and fall in prices was due to supply and demand rather than changes in the elements of cost of production.

Coke furnished the chief increase in cost, advancing 70c. per ton from an actual selling price of 90c. to \$1.60. Small advances in wages and freights also contributed to the cost of manufacture.

According to an exchange the extreme range in some of the leading lines was as follows:

Articles.	High- est.	Low- est.
Bessemer pig iron at Pittsburgh, gross ton.	\$17 25	\$ 9 85
Bessemer steel billets at Pittsburgh, gross ton	25 00	14 75
Gray forge pig iron at Pittsburgh, gross ton	13 40	8 95
No. 1 anthracite pig iron at Philadelphia, gross ton	14 50	12 00

Common bars at Pittsburgh, per 100 lbs.....	1 40	90
Steel rails at Pennsylvania mills, gross ton.....	28 00	22 00
Beams and channels at Pittsburgh, per 100 lbs.....	1 60	1 20
Wire nails at Pittsburgh, per keg.....	2 25	85
Galvanized barbed wire at Pittsburgh, per 100 lbs.....	2 70	1 80
Coke Bessemer tinplates, I.C., 14 x 20, per box of 108 lbs., at New York.....	4 00	3 80
Coke Bessemer tinplates, I.C., 14 x 20, per box of 100 lbs.....	3 65	3 45

The arbitrary action of combinations was no doubt responsible for the sharp advances in barbed wire, wire nails and steel rails. In the case of the last-named, for instance, the advance of \$6 per ton came during a period when there was only an ordinary demand for them. The formation of a combination in the United States which includes all the wire nail manufacturers was responsible for the advance of 140 per cent. in them. A similar strong combination made the high price for barbed wire possible. This latter organization has broken up recently, and prices on United States barbed wire have fallen to a low level.

DOUBLE THICK GLASS ADVANCED.

Last week reference was made to the strong feeling in glass at Montreal. This week it has culminated in an effort to advance the price; and it is not unlikely that before the close of the week the inside base price will be \$1.30, or an advance of 5c.

In one line prices already are higher, owing to a radical reduction in the discount off the list.

Double thick window glass is the line referred to, the reduction in discounts being equivalent to an advance of almost 20 per cent.

The old discount allowed averaged from 45 to 50 per cent. To-day the very best allowance is 33 1/3 off.

OUR METAL IMPORTS.

The imports of metals and minerals into Canada during the fiscal year of 1895 reflect the general cautious buying in foreign markets of our merchants during that period. This is demonstrated by the following figures, taken from the Trade and Navigation Returns.

Dutiable Goods	1895.	1894.
Brass and manufactures of.....	8 305,916	8 369,357
Coal and coke.....	3,376,517	3,515,845
Copper and manufactures of.....	84,105	157,539
Glass and manufactures of.....	1,120,986	1,209,203
Gold and silver, manufactures of.....	341,476	283,645
Gunpowder and explosives.....	142,305	112,781
Iron and steel and manufactures of.....	7,405,923	8,776,533
Lead and manufactures of.....	192,046	203,644
Metal, composition and other.....	302,874	317,145
Paints and colors.....	444,934	551,381
Tin and manufactures of.....	44,370	35,877
Turpentine, spirits of.....	157,496	160,428
Free Goods		
Coal, anthracite.....	5,350,627	6,354,040
Minerals.....	36,942	30,549
Ore of metals.....	261	165
Whitening.....	25,441	26,649
Bells for churches.....	17,088	26,735
Brass.....	121,538	84,314
Copper.....	174,109	124,262
Iron and steel.....	1,843,826	2,534,236
Tin.....	927,708	1,274,512
Zinc.....	63,373	90,689
All other metals n.e.s.....	179,776	
Coin and bullion.....	4,576,620	4,033,072

A GRATIFYING EXPANSION OF TRADE.

THE fiscal year ending June 30th, 1895, will not be remembered for its great activity. One thing is certain, however, the first half of it will be remembered for its quietude. But notwithstanding this, and that the general exports of the country declined in value \$3,886,146, or a little over 2 per cent., compared with the previous year, it is gratifying to note that the Dominion's exports of the products of the mine, and of metals, ores and manufactures allied to the hardware trade show a gratifying, and in some respects astonishing, expansion. The following from the Trade and Navigation Returns demonstrates this:

Article—	1895.	1894.
Asbestos, all classes.....	493,325	340,036
Coal.....	3,782,696	3,545,211
Gold-bearing quartz, dust, nuggets, etc.....	612,729	318,258
Gypsum or plaster, crude.....	156,897	160,082
" ground.....	24,556	14,616
Copper, contained in ore, matte, etc.....	222,657	88,352
Lead, metallic, contained in ore.....	333,763	65,337
Nickel, ore, matte or speiss.....	599,568	808,798
Platinum.....	2,444	47
Silver, metallic, contained in ore, concentrates, etc.....	651,737	423,707
Mica, crude, cut, ground.....	47,469	26,553
Mineral pigments, iron oxides, ochres, etc.....	3,968	1,901
* Iron ore.....	43,088	9,026
Manganese.....	7,693	4,353
Agricultural implements.....	665,667	466,479
Carriages.....	32,048	31,949
Carts.....	14,391	5,179
Wagons.....	1,916	6,703
Other vehicles.....	28,898	52,988
Charcoal.....	21,822	33,214
Cement.....	4,741	1,660
Cordage, ropes, twine.....	51,516	19,164
Electrotypes.....	11,472	3,806
Explosives and fulminates.....	98,083	29,939
Grindstones.....	12,042	19,408
Stoves.....	3,811	3,088
Castings, n.e.s.....	26,938	18,179
Pig iron.....	6,202	
Machinery, n.e.s.....	171,533	150,430
Sewing machines.....	17,417	17,504
Scrap.....	7,557	5,199
Iron, all other, and hardware, n.e.s.....	133,173	154,335
Steel and manufactures of.....	51,489	59,458
Metals other than iron and steel.....	55,418	41,759
Tin, manufactures of.....	17,274	13,508
Pails, tubs, churns and other hollow woodenware.....	7,136	5,703

The total exports of the product of the mines, \$7,214,666, against \$6,055,894 in 1894; the total of iron and steel and manufactures of, \$418,120, against \$408,193, and of manufactures of all kinds the aggregate was \$8,859,602, against \$8,336,312 in 1894.

THE POOL ON WIRE NAILS.

The pooling arrangement of the Cut Nail Association has not proved satisfactory.

This arrangement, it will be remembered, was made last summer, and, in brief, was a scheme for giving each factory in the country a pro rata of the trade.

At the meeting of the association last week opposition to the continuance of the scheme developed, and two manufacturers present submitted their resignations.

It is thought, however, that the matter will be amicably settled by the association discontinuing the pooling arrangement and

allowing each member a free hand to sell as many nails as he can, only being guided by the association as to price.

The next meeting will not be held till March, and in the meantime the pooling arrangement continues.

The Cut Nail Association meets in Montreal on February 20 to wind up the unfinished business of the Toronto meeting.

The Cut Nail Association of the United States met a few days ago in Pittsburg and re-affirmed prices.

STRENGTH OF PARIS GREEN.

There is an upward tendency this week on Paris green in Montreal. Some weeks ago HARDWARE AND METAL spoke of higher prices, pointing out that aside from one or two firms higher prices were being asked.

This week the firms who were selling at the lower rates marked up their figures to uniformity with the others.

The positive scarcity of arsenic is the cause of this strength. There is none of this chemical to be had at New York at all, and if it continues as hard to get as it is there will be nothing for it but a further advance in the price of Paris green.

TO OUR SUBSCRIBERS.

We want our subscribers to let us know if they do not receive their copy of HARDWARE AND METAL regularly every week. Every Friday evening of every week of every month of every year, without exception, this paper has been mailed, but notwithstanding great care on our part, we are frequently in receipt of complaints regarding its non-delivery. The publishers are not to blame, and unless subscribers notify them promptly, errors cannot be rectified.

HOW TO FIND "LOSS AND GAIN."

EDITOR HARDWARE AND METAL—Now as it is about the time of stock-taking, could you give us some good information through HARDWARE AND METAL how best to find loss or gain, assets and liabilities, and the winding up in general of the business for the year. I am very pleased with your paper. I am a young man of 22, and it has been a great help to me. W. G.

REMARKS—A simple way of arriving at the conclusion you desire is to make an inventory of your stock, add this to all your other assets and deduct your liabilities. If you are informed as to your financial capital Dec. 31, '94, deduct same from your balance; this will show your net earnings for 1895.

I would advise that you open a proper set of books, where all your transactions may be properly recorded; this will give you a good understanding of your business and the results at close of year will amply repay you for the expended labor.

Find out how you stand financially at least once a year—it is a sure road to success.

THE EDITOR.

CUT IN LINSEED OIL.

AWAR has broken out in Toronto among the dealers in linseed oil. And in spite of the fact that values are higher in England, some of the wholesale dealers in the "Queen City" have reduced their figures during the past week to the actual cost point, while, generally speaking, prices are without any basis. It is everyone for himself.

The war had its origin a few days ago, when the dealers began to bid, one on the other, for a ten-barrel order. The first quotation was 53¾c. for raw oil, but the house that ultimately got the order took it at 49c., and this house declares that it will not only accept that figure for ten-barrel lots, but for one-barrel lots as well. At this figure it is doing a brisk trade, taking into account the time of year it is.

It is asserted that the dealer who has cut the deepest into the prices has done so with a view to forcing the trade to fix prices on the article, and the firm in question acknowledged to **HARDWARE AND METAL** that its object was to put a stop to the cutting that had been going on for some time by bringing quotations down to a point where they could go no lower.

As stocks of linseed oil are fairly good, it is possible the warfare may be maintained for a while.

ADVANCE IN PLATE GLASS.

Trade in plate glass has been fairly good of late, and harmony appears to be reigning among the dealers as to prices. As a result of this, together with the fact that some of the raw material entering into the manufacture of plate glass is dearer, has induced the jobbers to advance prices 5 per cent. by reducing the discount to 25 per cent.

One of the largest manufacturing firms of Great Britain have enough orders on hand to keep them busy till May 1, provided they do not receive another order.

It is obvious from this that the plate glass trade is at least in a fairly satisfactory condition.

ALUMINUM THE COMING METAL.

"NO; there is no known process as yet by which aluminum can be made as hard as steel, though it is already made as hard as brass," observed a Chicago manufacturer to *The Journal of Commerce* of that city.

"Owing to the lightness and great strength it is used in some form or other in almost every machine shop, foundry and metal-working establishment in the country. Every day reveals some new use to which it can be put to advantage. It is a boon to bicycle manufacturers; without its use the light, strong wheels of to-day would be impossible. It can be made as strong as brass

and being so much lighter is taking its place where weight is an object. Aluminum has made the very light bicycle of the past two years possible, but the limit has not yet been reached. Before the season of 1896 closes there will in all probability be a wheel turned out that is as far in advance of the present wheel, so far as weight is concerned, as the wheel of 1895 was over that of 1893. The montrocycle is another machine that will come into popular favor, but not in its present unwieldy and impractical form. One of the prominent wheel manufacturers that has a high reputation for progressive ideas is building a road machine whose total weight will not exceed 600 pounds. It is to be built entirely of aluminum. The montrocycles now being turned out are impractical from their great weight, ranging from 2,500 to 3,000 pounds.

"No, they make none of our goods here. Our mills are at Pittsburg and Niagara Falls; we do, however, carry in stock a full line of our products, ingot, bar and sheet aluminum, etc. The Falls possesses many advantages for mills such as ours, besides shipping facilities, and the probabilities are that at some time our mills will all be at that point. We hope to make this one of our greatest depots. Chicago is not only a great manufacturing centre, but is also a great distributing point, and we found that an office here was not only a convenience, but a necessity of our business. We have only been here about a month, scarcely long enough to get acquainted, but are meeting a very cordial reception from a trade standpoint."

"CUTTING" IN PAPER.

EDITOR **HARDWARE**.—The "talk" about war, the dissolution, the bolters and the cut in price of paper and paper products, are stirring topics in Canada just now, and as we are getting a full share of attention from your readers in connection with alleged "cutting," permit us to say that every course and action leading to or encouraging these ends is disastrous.

Much of the "talk" is senseless and much of the "bluster" is reckless.

Some song writer has flippantly condensed England's position in the event of war into a couple of lines of jingle.

Permit us for the benefit of the trades interested in paper and paper bags to parody the rhyme—but not with less force and truth—so as to show our position, thus:

We don't want to cut, but by Jingo if we do,
We've got the mills, we've got the stock, we'll get the business too.

It has been said that the action of "the bolters" reminds one of the pets of "Little Bo-Peep"; and this brings to us the recollection that we lost a few customers for paper last year and the year before because we would not then meet, with our better stock, an inferior sheet at a "cut" price.

However, most of the friends who left us then have returned or are returning to the fold, for when left alone they all come home and bring their tails (tales of poor quality and indifferent treatment received elsewhere) behind them. Yours, etc.,

THE E. B. EDDY, CO., LTD.

Hull, Canada, January, 1896.

P.E.I. WANTS A DIRECT STEAMER.

Great interest is being taken in Prince Edward Island in dairying, and a cold storage warehouse and a direct steamer to England are among the things hoped for in the near future. Since the first of the year a shipment of 15,000 lbs. fresh made butter was sent to Halifax for the English market. The central depot in Charlottetown turned out since December 3rd 25,000 lbs.; and another season a great deal more is expected. There are two other creameries at work, turning out about 5,00 lbs. each per week. The output of cheese during the season ending about October 31st was 1,750,000 lbs., and of butter 55,000 lbs. The manufacturing is in the charge of the Government.

ALUMINUM FOR CYCLE-MAKING.

In spite of the difficulties which have attended the use of aluminum for cycle construction, considerable progress has of late been made towards the utilization of it in this branch of manufacture. In our report of the Stanley Show we mentioned the American cast aluminum frames, and the system of jointing aluminum tubes which the Shark Manufacturing Co. have patented. But the idea of building up a cycle-frame by soldering the tubes into the lugs has by no means been abandoned, and machines built on this plan were shown by two different makers at the Salon du Cycle. We understand from a good authority that the following is the best solder yet discovered for joining aluminum:

Aluminum	2.38
Zinc	26.19
Tin	71.19
Phosphorus	0.24

If the system of soldering the tubes should meet with success, it will doubtless be found that the frame can be built up lighter in this way than by casting it in one piece. We have mentioned on former occasions a good many minor parts and accessories which have been made of aluminum, but we recently saw another application of it to cycle-making purposes. One reason why wood rims have not caught on in England as they have done in America is that most English tyres are detachable, and when pumped hard the great side pressure of the air tends to split the rim. To obviate this liability a thin sheet of aluminum was used to line the rim, or, to put it in a different way, a very thin rim of aluminum was used, and was backed with wood.—Ironmonger.

DROPS FROM THE EDITOR'S PEN.

Coal is not much use until worked into energy; neither is man.

A know-nothing-at-all is usually he who thinks he knows everything.

He who makes errors is not a fool; but he who profits not by them is.

The quality of a merchant's perseverance often depends on the veering of his purse.

While a man is waiting patiently for success he should take off his coat and hustle.

"Monkeying" is all right in its place; but its place is with the hand-organ, not in the store.

People who do not read trade papers live in the Land of Ignorance; and not Blissful Ignorance either.

As constructing a house in a quagmire is it for a young man to essay to build his life's success on falsehood.

In the same boat with he who says too much with his mouth is the merchant who says too much in his "ad."

Advertisements quoted with glowing statements that are false are ultimately pursued by imprecations into oblivion.

In the fight between the retailer and the department store the former has the consciousness that he did not begin the warfare. But to have a conscience void of offence is after all small consolation to the merchant who sees his customers going over to the enemy.

A contemporary announces that locomotives are trained for fast work. In other words, trained to draw a train.

Land lubbers who essay to navigate ships and ignoramuses who undertake to manage stores frequently meet with the same fate—shipwreck.

They are "raising Cain" down in Cuba more vigorously than ever, and still the bulls persist in declaring that the sugar cane crop will be 600 tons short.

It is said that the seven bolters from the Dominion Cabinet are depressed. This is understood to be characteristic of men who suddenly forsake the Bowell.

The number of people who earn their bread by the sweat of their brow will be augmented just in proportion as merchants discontinue loose credit methods.

People who imagine themselves the block and tackle whereby the morale of business

is to be elevated, are sometimes blocks of granite barring the way to progress.

They have a dog in Philadelphia that chews tobacco. I have heard animals with two legs that chew tobacco dubbed dogs and supplemented too with the prefix dirty.

There are scores of people in every city who are liberal in their cash bestowals upon the actor, but who have seldom a dollar for the merchant. It would evidently pay the merchant to turn actor once in a while and assume the role of highwayman.

Vastly different is the attitude of the world toward the commodity that becomes worth less in dollars and the man that becomes worth less in dollars: a commodity may grow in public favor, but it is in disfavor that the man grows.

From a political standpoint Col. Prior certainly did not have a prior claim to the Controllorship of Customs, but from a business man's standpoint he certainly had. There does not, however, appear to be any business men's standpoint in the governments of to-day.

The Guelph Herald has issued an industrial number. It is well termed such: It sets forth amply, by illustrations and letter press, the industries of the "Royal City" and illustrates the industry and ability of the publisher of The Herald and his staff.

The special illustrated edition of The Woodstock Sentinel-Review shows that proprietor Andrew Pattullo is not allowing his paper to deteriorate while he is devoting so much of his time and attention to furthering the cheese industry of the country. The edition is beautifully and amply illustrated, and is replete with much interesting and valuable information.

THE PORT DOVER HARBOR.

The Simcoe correspondent of The St. Thomas Journal writes: Work will be commenced at once on a 650-foot breakwater at the Port Dover harbor, commencing at the western jawplate of the apron of the slip-dock. It will widen out in a curve till it reaches the end of the extension built in 1894. It will be 126 feet from the pier at this point. It will then be carried out into the lake 350 feet. It will be twelve feet wide all the way with the exception of the last 40 feet, which will be 20 feet wide. There will be port holes every 24 feet to allow for the wash of the water, and to permit floating ice, debris, etc., to pass through. Work will commence as soon as the timber arrives. The pine will be brought from the other side on the Shenango and the hemlock from Grey county, Ont. The stone that is being blasted and dredged from the bottom of the lake will be used in the construction. The

present contract calls for the removal of 3,918 cubic yards of rock. Shenango No. 1 made 30 trips in December, bringing over 678 cars, and Shenango No. 2 made 33 trips with 624 cars.

AMERICAN PROGRESS IN ALUMINUM

A NEWYORK correspondent of Iron-monger writes as follows: The aluminum trade has developed rapidly during the last twelve months, and more especially in the line of cooking utensils and novelties. The first utensil firm in the field started in 1892, and made a dozen varieties. To-day this firm make about 300 kinds of household goods. When manufacturers of sheet-metal utensils found that aluminum was becoming cheaper, and at the same time popular, they introduced a few lines in aluminum which their travelers took along on trial. Now there are a dozen firms manufacturing from 30 to 50 varieties each. The production has been limited because the aluminum sheet could not be produced rapidly enough to meet the demand.

There is only one company making the metal in the United States. All manufacturers must buy of them, or pay a duty of 10c. per lb. on sheet metal imported. This would make the price too high for them to compete with other manufacturers in this country.

But there has been a decided reduction in the price of rolling-ingots, due to the ability of the Pittsburgh Reduction Co. to make aluminum cheaper at their new works at Niagara Falls than they could at Kensington, near Pittsburgh, Pa. Their coal cost them only 65c. per ton delivered at the boilers at Kensington, yet the electric current generated by the Falls of Niagara is cheaper. The company own the best bauxite beds in this country, and thus completely control the market. In spite of these facts they have reduced the price, but the demand has increased so heavily that they are still unable to fill orders promptly. The remarkable growth of the industry is best illustrated by the following table:

Date	Lbs.	Price per lb.	Value.
1884	150	\$9.00	\$1,350
1885	283	9.00	2,550
1886	3,000	9.00	27,000
1887	18,000	3.27	59,000
1888	19,000	3.42	65,000
1889	47,468	2.04	97,335
1890	61,281	1.55	61,281
1891	150,000	0.66	100,000
1892	259,885	0.66	172,834
1893	333,629	0.75	266,903

In 1894 the consumption was about 500,000 lbs., and a reasonable estimate places the output for 1895 at 2,000,000 lbs. The works at Niagara Falls are working on full time, and are in charge of Charles M. Hall, under whose patents the aluminum is made. Hall invented his electric process while a student at Oberlin College. His rights were once contested by a rival company, but he won his case in every court.

SPEED, GEAR AND POWER.

IN mechanics there is only one standard of measurement of power (weight in motion), that is, the "foot-pound," the force required to raise one pound one foot high, says a writer in L. A. W. Bulletin. It may be a foot-pound, a foot-ounce, a foot-ton, or an inch-pound or an inch-ounce, the weight in pounds or parts of a pound, lifted through feet or parts of a foot, and by this standard steam engines, water wheels, cannon and rifle balls, etc. —in fact, everything that has weight and motion—are measured. In the "foot-pound" there are two elements, weight and distance. Now, to get another measurement of power, the element of time is added, and we get "horse-power." Thirty-three thousand pounds lifted one foot high in one minute is one "horse-power," or 300 pounds lifted 110 feet high in one minute is a "horse-power" just the same. To make this "foot-pound" clear to the non-mechanic: If we take a lever eight feet long and with the fulcrum in its middle, hang one pound upon one end of the lever, and, with one hand upon the other end of the lever, push the end down one foot, the weight upon the other end will be raised one foot high, and the force exerted by the hand will be through one foot making one "foot-pound" of force and the work done will be one "foot-pound."

Now, if we put the fulcrum two feet from the end of the lever with the one-pound weight on it and our hand upon the other end of the lever, six feet from the fulcrum, and push down upon the long end of the lever until the weight is again lifted one foot high, our hand will have moved three feet, but the pressure has only been one-third of a pound, so again we have a "foot pound," one pound of weight through one foot of space and one-third of a pound through three feet of space, one "foot pound" of power applied and one "foot pound" of work accomplished. In this experiment I have supposed the lever was balanced each time.

If my definition is clear to my readers, I will try it on that gear and crank question. The 6½-inch crank and 65 gear and the 8-inch crank and 80 gear. A 6½-inch crank has a stroke of twice its length, 13 inches, and an 8-inch crank a stroke of 16 inches. If we put a pressure of say 4 pounds on the 6½-inch crank through one down stroke the result will be 4 pounds of pressure through 13 inches of space, 4 x 13 equal 52 inch-pounds. Now, if we put four pounds of pressure through 1 down stroke of the 8-inch crank we will have 4 pounds of pressure through 16 inches of space, 4 x 16 equal 64 inch-pounds, 64 — 52 equal 12, a difference of 12 inch-pounds or 1 foot-pound of applied force, and the work accomplished is the 65-gear wheel has moved 102,102 inches while the 80-gear wheel has moved 125,664 inches—125,664 — 102,102 equal 23,562

HIS HEAD WAS LEVEL

A large dealer—a jobber—offered us an order for fifteen hundred gallons of The Sherwin-Williams Paint if we would make the price \$1.10 per gallon. As the firm is one that handles a great deal of Paint, and would distribute a large quantity for us at no cost to ourselves, the offer was very tempting. We had no hesitation, however, in declining it, as we only have one price for S.W.P. to everybody, viz.: \$1.20 for a full imperial gallon. We cannot afford to sell it lower if ten thousand gallons were taken.

Seeing that this firm had never paid more than 90c. per gallon for the best paint they could find here, you will see his offer to pay us 20c. per gallon more for The Sherwin-Williams Paint was rather flattering. He believes in a good article, and knows one when he sees it. We think his head is level and his ideas of Paint are right, but he will have to advance them still a little if he wants S.W.P., and we believe "He won't be happy till he gets it."

WALTER H. COTTINGHAM & CO.

Manufacturers for Canada

MONTREAL

inches difference in movement. Now the pressure upon the cranks was alike, but in the 8-inch crank it acted through three inches more space, and the work done (moving the bicycle) was in the same proportion.

If the element of time had been added, say, each down stroke had been done in one second or each crank had moved downward at the rate of one foot a second, the results of the calculations would have been in horse power or parts of a horse-power and quite different. But, as that is no part of the question, I will leave it.

DURABILITY OF TERNE AND TIN PLATES.

A correspondent writes The Metal Worker as follows regarding the durability of terne and bright plates: "When roofing plates have been used for heater pipes in the cellars of different buildings in this city, I notice that they are covered with rust much sooner than when bright plates are used, although it is more than probable that in both cases the tin used was not charcoal. I have seen tin pipes which were made from leaded plates so rusted that they would not stand handling when it was necessary to take the furnace down for repairs, have known that these furnaces have been in use less than five years, and am firmly convinced that the bright plate is far superior for hot air pipes. I have seen but little of bright tin roofing,

but I know of one case where a bright tin roof was put on in the spring of the year and was not painted until the fall, and showed but little discoloration from rust. I have seen leaded tin roofs which have been exposed for a much less time which have been thoroughly coated with rust; and what the final result would have been if they were not thoroughly painted is a matter which can be readily conjectured."

ADVANTAGEOUS FOR THE DEALER.

"The bicycle dealer will be in a peculiarly advantageous position next year," said a hardwareman to a representative of Stoves and Hardware Reporter, "providing he makes his arrangements early enough. While he will not be able to offer wheels to his trade at lower prices than the past year, he can give them a much better machine for the same money than heretofore. A scrutiny of the medium priced wheels made by the leading manufacturers goes to show that the wheel which the dealer will sell for \$75 this year is about the equal in construction to the one sold for \$90 the past season, and the wheel he sells for \$65 will be about on a par with this year's \$75 wheel, and so on. The competition between the manufacturers has been along legitimate lines and has resulted in the construction of more perfect machines than ever before. That the prophecies of an enormous bicycle business next year are not exaggerated is shown by the large number of orders and inquiries now coming in and by the many hardware dealers who are preparing to handle wheels next season who have not done so before."

HANDLING WIRE CABLES.

A ST. LOUIS firm have, during the past years, according to Iron Age, made some of the heaviest cables for street railroad use which have been turned out in this country. The question of providing proper means for transporting these cables from their works to the different power houses in St. Louis was the cause of endless worry to the company. After giving the matter a great deal of thoughtful attention the company designed a wagon which is at present used for the purpose. The main body of the wagon is constructed of 12 x 5½ inch I-beam steel, the clearance from the ground being 9 inches. The great advantage derived from having the body of the wagon so close to the ground is that the entire load cannot possibly sink any greater depth than the body of the wagon, making it impossible to overturn or overthrow the cable should a deep hole be encountered, as is sometimes the case, particularly with macadam streets. Should the wagon sink to the body, as will sometimes occur, it can be readily raised by the use of hydraulic jacks, with which the wagon is provided, the operation not taking more than a few minutes. The length of the wagon is 15 feet, the front axle journal being 5 inches in diameter, and the rear axle 6 inches. Oil is fed automatically, sufficient being placed in the oil chamber to last the entire trip, thus obviating any chance of the journals becoming heated. The wheels are wooden, 50 inches in diameter, provided with 12-inch tires, 1-inch thick. There is in addition to the regular felloe an auxiliary one, so that in case the tires should become loose it is unnecessary to recut the tire and reweld it. All that is required is to take off the auxiliary felloe, and put on a new one of increased diameter to fit that of the loose tire. The entire height of the wagon from the ground is 25 inches. The arrangements for attaching the horses are such that no matter how many horses are used, or how heavy the load is, the direct strain on the tongue is never greater than would be exerted by using eight horses. This can be better appreciated when it is said that sometimes as many as 52 horses are used to draw the cables which this wagon will carry. The capacity of the wagon is 160,000 pounds, and its weight is 13,500 pounds. When empty it can easily be handled by four horses. As this company ship large quantities of heavy cables to various parts of the country, it was necessary to have built a specially designed car, which has been made for them by the Wabash Railroad Co. This car has a capacity of 150,000 pounds. There are in all 16 wheels on four trucks, the length of the car being 34 feet. To prevent too much deflection in the centre of the car a 12 x 12 inch timber is placed through the centre of the spool. This is used as a principal for a truss, and is built up in that manner, extending beyond the

spool so as to rest on the centre of the trucks, bringing the weight to bear on four different points of the car, making an equal distribution of the load.

FRENCH CYCLE TAX.

Sir Howard Vincent, M.P., has been enquiring into the effects of the cycle tax which has been in operation in France for about a couple of years. He finds that the cycle trade has developed enormously since the imposition of the tax, although, says an English paper, he has scarcely the temerity to assert that the development has arisen in consequence of the tax. There is, however, he states, no serious movement against it, or even for its reduction. The income from this source of revenue during the year 1894 was nearly \$400,000. The tax, it may be remembered, was fixed at 10f., the amount imposed by the Liege Town Council.

EXPERIMENTS ON PUNCHING STEEL PLATES.

In a communication to the Paris Academie des Sciences, M. Ch. Fremont gives the results of a number of experiments which he has recently made on punching various metals, including brass, copper, soft steels and wrought iron. The plates used were in each case 25 mm. thick, and were punched with a steel punch 35 mm. in diameter, the die being in the first series of experiments 36 mm. in diameter and in the second set 39 mm. With the former, the hole produced was almost cylindrical, while in the latter case it was conical. Automatic diagrams taken of the work expended, showed that the maximum pressure was the same with both dies, but, on the other hand, the total work done was, in general, much greater with the smaller, the pressure being maintained during a greater proportion of the stroke of the punch. According to M. Fremont, the work done in punching can be divided up into two portions. During the first third of the stroke, the action is a shearing one, and is the same no matter what size of die is used. During the rest of the stroke the work consists in expelling the plug which has been sheared out during the first portion. Holes were punched in the same bar to different depths, and the bar was then slit in a shaping machine through the line of holes and the cut surfaces etched. The different stages of the operation were then clearly apparent. During the first portion of the stroke the metal under the punch does not thin and the action is clearly seen to be a shearing one, the metal moved being in this stage practically cylindrical. During the remainder of the stroke it takes, however, the form of two truncated cones placed with their bases at top and bottom, the diameter near the middle of the plug being smaller than elsewhere. If too little clearance is allowed, the top of the plug is prevented from expanding as it would otherwise do, and there is thus a

heavy lateral pressure exerted on the sides of the hole, which may give rise to the cracks and flaws which are sometimes met with round the edges of the hole. M. Fremont states that the clearance allowed should be proportional to the thickness of metal punched and not to the size of the die. Good results are obtained when it is equal to one-fifth the thickness of the metal. If it is desired to obtain cylindrical holes, he suggests the use of a stepped punch.

OFFICE WORK.

There are several different ways whereby the ironmongery trade may be increased or decreased, but the one to which I refer is one that is apt to escape our notice, and I am sure that if the office work is done systematically we are likely to increase our business. How often do we offend customers through our negligence in sending out accounts. We should make it a rule to have our accounts out promptly, and, to do this, each day should complete its own work, i.e., the day-book should be posted up every day, the workshops and repairs should be done, and the cash written up. If this were done, should a customer come for his account in the middle of the quarter, no difficulty would be experienced in getting it at once. Again, how often do we allow our letters to hang about on the desk unanswered. These should be answered every day if we intend to give our customers the impression we are business-like. Again, when we get an account remitted by post, we should send a letter of thanks and receipt by return. In the present age, letter writing plays a most important part, and by a kind note we keep in touch with our customers. Of course, there are numerous ways of extending the cordiality between tradesman and customer, such as a nice letter at Christmas or the New Year thanking our customers for their support, and wishing them the compliments of the season. We should be very careful to make a note of any mistakes pointed out to us by our customers in their accounts, and not simply put it in our pocket book and let it rest at that. After this has been pointed out, it is very annoying to a customer to let it appear in the account again. We should be very careful in pricing, and not let two articles of the same value and size read in the account at two different prices. We cannot exercise too much care in the way we treat our customers through the medium of the office; and, although we are not actually selling them goods over the counter, it rests with the office in a great measure whether they continue customers or not.—A. C. Turner, in Hardwareman.

Honest doubting is all right up to a certain point, but do not let it go so far as to prevent you from making a personal test of a successful article. If you cough try B. F. P. cough drops. Your doubting days will end right there.

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

GRAPHITE IN CANADA.

GRAPHITE[®] seems to be a common name for the mineral known as black lead or plumbago, but authorities contend that it contains no lead, nor is it in any way related to lead. Graphite is found in parts of Mex co, Lower California, and, to come nearer home, at Ticonderoga, N.Y. A very superior graphite is mined in Ceylon. The graphite found in the first two named places is of an amorphous form and is said to be of an inferior sort. The pigment is never found in a state of absolute purity. The process of preparing it for market, which consists of heating, grinding, washing, etc., is a complicated one. Pure graphite paint, free from iron and other like impurities, should be of a flaky formation, no matter how finely ground. When laid on a surface each flake laps over its neighbor like the scales on a fish. This scale formation, however, is so minute that the use of the pigment on the finest surfaces cannot reasonably be objected to. It can be ground impalpably fine—as fine, perhaps, as almost any pigment used in painting. Graphite has long been used for painting purposes, especially for painting metallic surfaces, such as bridge parts, pipes, roofs, etc., during which time its great durability has been conspicuously established. Instances of roofs painted with graphite having worn for periods varying from 10 to 15 years before requiring repainting, are numerous in evidence. The writer has in hand the testimony of a bridge painter who refers to bridge work painted with graphite paint that has worn 20 years.

A pound of graphite is three times greater in bulk than white lead. It has great covering, coloring and spreading properties. It is of a dark grey color, and with white pigments it forms delightful cool grey tints. Jet blacks, dark greens and reds may be obtained without causing the graphite to deteriorate in value, but when light colors are

attempted the result will be graphite only in name. Its composition will be mainly something else.

Of late years the adulteration of graphite has been largely practised, the adulterants being charcoal, lampblack and cheap black lead, not to mention stove polish and found facings mixed in oil and slyly foisted on the confiding painter. In buying graphite, deal only with reputable standard firms, and buy only the best grade.

For metal surfaces, roofs and exposed structures of any kind, high grade graphite ground in pure linseed oil affords a pigment of great tenacity and durability.

It is gratifying to know that better graphite for the manufacture of paint than has ever been discovered in the United States is now being mined in Canada by the Canada Paint Co., Ltd.

UNEXPLAINED CHANGES IN IRON AND STEEL.

The effects of hardening, tempering and annealing, familiar to the world, doubtless, for several thousand years, have only recently been partially lifted out of the class "mysterious" by researches of a like nature to the preceding, says Sir Benjamin Baker. There are many other "mysteries" of an analogous kind waiting to be cleared up. We should like to know, for example, what is going on month after month in a hardened steel armor piercing projectile which frequently leads finally to a violent disruptive explosion of the mass, and also what causes a sword to lose temper by lapse of time, while the edge becomes sharper. Why, again, should the tough and flawless bar, iron suspension links, which have carried the Hammersmith bridge successfully for over 60 years, snap in two by the dozen during simple transport to Edinburgh, although in every case the halves of the broken links on being thrown down 300 feet from the top of the Forth bridge on to the rocks below bent

like a corkscrew without fracture? Practical engineers have been aware for 40 years past from Fairbairn's experiments that at temperatures of 60 degrees and 320 degrees the strength of wrought iron was practically constant, while at 30 degrees, the strength was slightly increased; but until Professor Dewar's recent researches they could never have conceived that when immersed in liquid air at a temperature of 320 degrees the strength of iron wire would be raised from 34 to 62 tons per square inch. The chemical constituents of iron and steel do not change, but molecular arrangement and inter crystalline cohesion must change, and it is to mathematical investigation and laboratory work rather than to practical engineering that we must look for an elucidation of the process.

CHARLOTTETOWN, P.E.I., BOARD OF TRADE.

The annual meeting of the Charlottetown, P.E.I., Board of Trade was held in their room, Masonic Temple, Wednesday night, the 8th inst.

After the transaction of ordinary and important business, a resolution for the affiliation of the Charlottetown Board with the Maritime Board was passed, and Hon. Donald Farquharson was elected councillor for the Maritime Board.

The officers of the Charlottetown Board were elected as follows:

President—P. Blake, re-elected.

Vice-President—W. H. Aitken.

Sec.-Treas.—B. D. Higgs, re-elected.

Councillors—John Newson, S. W. Crabbe, T. Handrahan, H. Haszard, D. Laird, N. Rattenbury, C. Lyons and Ben. Rogers.

Arbitrators—Thos. McLean, J. Newson, D. Laird, W. W. Beer, H. Haszard, N. Rattenbury, J. Paton, S. W. Crabbe, B. Rogers, J. J. Davies, J. T. Crockett, and W. W. Clarke.

Pleasant to the taste, soothing to the throat, convenient in size and form, moderate in price. B. F. P. cough drops.

ACCURATE WORKMANSHIP.

THE young mechanic, says a writer in Age of Steel, when he is first introduced to the niceties of workshop practice, and gradually acquires a perception of the minute accuracy with which skilful workmen perform their operations, and especially when he tries to do them himself and discovers that however well educated he may be in the theoretical principles of the business, the ability to put them into practice requires the closest application of his faculties, is led to imbibe the notion that such exact sizing and shaping and fitting is of very recent development. Such an opinion is entirely erroneous. It is not to be supposed that accurate workmanship is of modern date. There are too many monuments of its existence in ancient times to allow us to give credence to such notions. It is probable that the French are our immediate masters, and they are indebted to the Swiss, to whom came the arts from over the Alps trending from the dawning in the East.

That close workmanship is more common among artificers at the present time than at any period of the past is undoubtedly true. The cause is to be found in the improvements which have been made in substituting the exact and undeviating movements of machinery for hand work, and the greater nicety which this has impressed upon the habits of mechanics.

Two things determine the approximation to perfection in any undertaking of a mechanical nature: the first is the excellence of the ideal or model, however formed; and secondly, the ability to execute or duplicate it. These two things are interdependent, for if the thing conceived is defective, then the closer it is realized the more surely will those defects appear; or if ability is lacking, it matters not what excellence was aimed at, for the thing is aborted in the execution.

In mechanical construction, the perfection of a thing is in its thorough adaptation to its purpose. The delicate exactness which is required in making the parts of a watch would be as much thrown away in the construction of a large bridge, as the rough strength of the bridge elements would be out of place in a watch; and this statement does not ignore the fact that there is some work on bridges, as they are now made, which must be quite accurate; so much so that variations of temperature have to be considered in the measurement, which is probably a modern refinement.

The constant "habit of nicely discerning," and the critical acumen which is a necessity in the production of very accurate work, which has become a necessity because of the manufacture of duplicate parts in watches, guns and small machinery, is the active principle of refinement in the mechanic art. It has radiated out upon all

mechanical industries and made constructions possible which without it were impossible.

Those who have never given attention to the operations of machinists when at work at the lathe, planer, or vise, are incapable of forming any idea of the intense application and closeness of wide awake attention which they must of absolute necessity give to the measuring of their work. Observe men pursuing their ordinary vocations and notice in what manner they do their gauging. Most of them have nothing to measure but their time, and to gauge this they carry watches. They apply their gauge by consulting their watches, but if a man is asked to tell the time immediately after he has returned his watch to his pocket, it is nine chances to one that he will have to take it out again and look at it before he can give a correct answer. But a good mechanic, when he applies a measure to his work, knows immediately what it indicates, and acts at once upon his sudden accession of positive information. An habitual aptitude, natural or acquired, for a quick and accurate comparison of lengths and sizes with some standard of comparison, such as a standard rule in metres, or inches, or with set gauges, is indeed a very important part of any mechanical business.

Before an apprentice can be of much value in a shop he must become possessed of the ability to measure, not only to lay on a rule, but to comprehend at once what idea his eye catches. This should be among his earliest acquisitions. It is a good plan to set him to inspecting, stimulating him to do it quickly, and crediting him when he does it with certainty. Any time devoted to this purpose in the early part of his term, although it may be tedious on both sides, will increase the value of his service in the future as much as anything else which he can be taught.

COMMERCIAL HONOR.

Striking examples of haute moralite in matters of commerce are still, unfortunately, somewhat rare, says Vulcan, in Ironmonger. I have, therefore, much pleasure in reproducing the following charming little epistle, which has been received by a firm of manufacturers in Liverpool:

Loveldene, Copthorne, Sussex,
December 18, 1895.

DEAR SIRS,—Having been left a legacy, I have much pleasure in sending you cheque for £ , the balance of your account. Please acknowledge.

Yours truly,
R. C. JONES.

Mr. Jones, I should explain, carries on business as an ironmonger, under the style of "Jelly, Son & Jones," Blackfriars road, London. In 1893 he failed, and paid his creditors 10s. in the pound. Having received a legacy, he has taken the opportunity for paying his creditors in full, and "that's very creditable," as Mark Tapley would say.

MIDDLESBOROUGH IRON TRADE.

The year's figures show that the pig and finished iron and steel shipments from Middlesborough reached 1,364,000 tons, while from Skinningrove 62,000 tons pig went to Scotland. The coastwise deliveries of pig iron were 455,000 tons and foreign 529,000, of which Scotland took 410,000 tons and Germany 146,000. The pig iron total is the second largest on record, being 46,000 over last year, but 11,000 below 1883. The deliveries to Germany show a decline to the extent of 86,000 tons annually over the last six years. The pig iron trade with Holland also shows a marked decline. Of finished iron and steel 268,000 tons went foreign and 111,000 coastwise, India being a very important customer. The grand total is 50,000 tons better than last year, but has twice been exceeded. The foreign ore imports reached 1,323,000 tons, being 250,000 below last year, but almost double those of 1891, when the hematite output was 561,000, as against 1,270,000 for the year just closed.

TALKING THROUGH WATER.

"I have a most remarkable telephone in my house," remarked a resident of the western addition, to a San Francisco reporter. "I noticed at times I could hear very distinctly the conversation in the next house. Suddenly it would be broken off short in the middle of a sentence, and I could not hear another word. It would become audible again just as suddenly. By a series of experiments I have found out that the sound is conducted by the water running through the pipes. When the water is turned on in my house I can hear all the conversation in any of the rooms next door in which there is running water. When I turn off the water all sounds stop suddenly. I told my neighbor of it and we have put it to practical use. When I wish to speak to him I tap on the window, and he turns on the water in his house and listens while I talk to him over the water pipe in an ordinary tone of voice. When I have finished he turns off the water in his house and I turn it on in mine and listen. In that way we carry on long conversations with as much ease as if he were in the room with me. Still, our houses are about 20 feet apart."

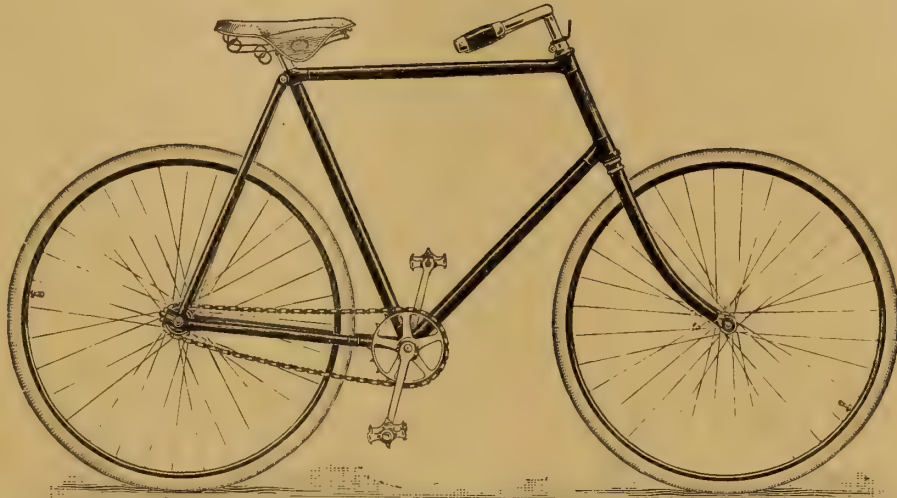
WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

The Largest Cycle Dealers in the World



THE GRIFFITHS SPECIAL

OUR '96 LINE

Griffiths Special,

Ladies' or Men's. List \$100.00

Model '96, " " " 85.00

Uptodate, Men's only - - " 85.00

Leaders, Ladies' or Men's - " 70.00

Duke, Men's only - - - " 65.00

Boys' or Girls' - - - " 50.00

The above machines are fitted with all the latest improvements, and form the best and most complete line in the market.

Hardware dealers should obtain our prices.

RELIABLE AGENTS WANTED.

The John Griffiths Cycle Corporation, Ltd.

81 YONGE STREET - TORONTO

PECULIARITIES OF CAST IRON.

ALTHOUGH cast iron, especially when very gray, expands at the moment of solidification, and thus gives a sharp impression of the mold, the subsequent cooling from a red heat to the ordinary temperature leads to a still greater contraction, and the net result is that the casting is always smaller than the pattern from which it is made. For this reason, says Kuhlows Trade Review, it is usual in pattern-making to allow about $\frac{1}{8}$ of an inch per foot for shrinkage, and if the casting is required one foot long, the pattern is made one foot $\frac{1}{8}$ of an inch in length. The shrinkage in castings is, however, by no means a constant quantity, but varies with the proportions of the castings and with the character of the metal used; as much as 1-10 of an inch per foot being allowed when casting beams, and only 1-32 with large cylinders. Not infrequently much loss and inconvenience is occasioned in foundry work by variations in the shrinkage, caused by altering the shape or proportion of a pattern, or by the use of a different variety of iron.

When cast iron, or any similar material, is poured in the fluid state into a cold mold, solidification commences at the outside, and during the subsequent stages of cooling, the casting consists of a comparatively rigid envelope, containing hot and relatively soft material. If, now, the conditions of a small piece of such metal in the centre of a square be considered during cooling, it will be seen that the contracting force exerted on each side of the square will be the same, and hence a cube or a sphere of cast iron in cooling contracts in a uniform manner throughout its mass. If, however, two such squares be placed side by side, so as to produce a rectangle on each half of the sides the contracting forces are the same as before, or one unit, but on the ends, since there is no rigid division between the two squares, both particles exert a unit of contracting force; the result is that the contracting force at the ends is equal to that on the sides, or on a unit of length the contracting forces are double as great on the ends as on the sides. If this rectangle were made 12 inches long and one inch wide, the contracting force on each inch in length would still be but one unit, while at the ends it would be 12 times as much.

Accordingly, in a bar of cast iron 12 inches long by one inch in square section, it is found that the contraction in the direction of the length is much greater than in the cross section, though owing to the rigidity of the outside during cooling and other causes, it will not be exactly, or perhaps even not approximately, 12 times as great in one direction as in the other. In casting very thin strips, the shrinkage in the length is thus very great, while in the thickness it is scarcely appreciable. This principle is of general application. A square plate shrinks little in thickness, but equally in width and breadth; a flat disk shrinks little in thickness, but equally in all diameters; a thin ring shrinks more in diameter than a thick one, and so forth.

In the author's experiments on cast iron it was noticed silicon pig shrank most in the mold, though no accurate determinations of shrinkage were made. The subject has since been carefully investigated by W. J. Keep, of Detroit, whose experiments embody the whole of the trustworthy data available, and who measures shrinkage by casting bars in sand between iron chills $12\frac{1}{8}$ inches apart. The contraction is carefully measured by means of graduated wedges which are inserted between the ends of the cold bar and the iron chill in which the bar was cast. Mr. Keep concludes that, when silicon varies, and other elements do not vary materially, castings with low shrinkage are soft, and that as shrinkage increases, hardness increases in almost, if not exactly, the same proportion. For ordinary foundry practice the scale of shrinkage agrees with the scale of hardness, so long as sulphur and phosphorus do not vary over wide limits. This is an important fact, and as shrinkage tests are very easily performed by an ordinary workman, the subject is worthy of more attention than it has hitherto received.

When it is known that iron with different shrinkage to that generally employed is to be used in the foundry, the patterns should be altered to meet the changed conditions. As already explained, the contraction will be greatest in the direction of length of thin parts of the casting, and these should, if possible, be somewhat thickened when the shrinkage increases, so as to restore uniformity. If the pattern cannot conveniently be altered, then such additions must be made

to the foundry mixture as are necessary to give a metal with the required shrinkage; silicon, unless in excessive quantities, gives gray, soft iron, which has the minimum shrinkage, and thus, in many bases, a judicious mixing of iron will give the required product without any extra expense.

It is stated that charcoal iron has usually a melting point which is considerably higher than that of less pure iron made with coke. Charcoal iron, therefore, sets more quickly in the mold, and contracts more, so that an extra allowance for shrinkage must be made in the patterns employed.

THE WM. CLENDINNENG ESTATE.

Marcotte Bros., of 69 St. James street, Montreal, sold by auction Monday morning the real estate of William Clendinneng, sr., insolvent. Although the bidding was somewhat brisk, Mr. I. Leclair succeeded in securing all the lots, with the exception of a farm at St. Anne's, which was purchased by Mr. Mann. The total sum realized was \$199,350, the foundry at the corner of College and Inspector streets fetching \$62,500. Following is a list of the property, to whom sold, and what it realized:

1. A farm, about 117 arpents, fronting on the Ottawa river, at St. Anne de Bellevue, with villa, farm house, barns, etc., thereon erected. Sold to Mr. Mann for \$13,250.
2. A block of land, occupied by the stores Nos. 319, 321, 323, 325 and 327 St. James street, and 766, 768, 770 and 774 Craig street. Sold to Mr. I. Leclair for \$69,500.
3. A stone house, being No. 837 Lagauchetiere street. Sold to Mr. I. Leclair for \$18,000.
4. A cut stone store, No. 1 Little St. Antoine street. Sold to Mr. I. Leclair for \$12,400.
5. A lot of land on William street, known as No. 1689 on the official plan for St. Ann's Ward. Sold to Mr. I. Leclair for \$23,000.
6. A lot of land on the north side of William street, composed of lots Nos. 1758, 1760, 1762 and 1763 on the official plan for said St. Ann's Ward (less that part of lot 1758 belonging to Alexander Ramsay, and forming the northeast corner of Inspector and College streets), with the stores and other buildings thereon erected. Sold to Mr. I. Leclair for \$62,500.

As will be seen by our advertising columns, tenders for the foundry plant, etc., are being called for by Kent & Turcotte, who can be addressed in the People's Bank Building, St. James street, Montreal.



The FOX CUTLERY MFG. CO.

Fine Razors, Scissors, Shears and Knives of every description.

PAINCHAUD, SQUIRE & CO.

Sole Agents for Importation

TEMPLE BUILDING

MONTREAL

CHAINS.



COIL, 7 SIZES

Trace, Halter, Tie-out, Post, Heel and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE

The B. GREENING WIRE CO., Ltd., Hamilton, Canada

IRON MINING IN A LAKE BOTTOM.

A FEW years ago Lake Angeline was a prominent resort for the people of Ishpeming, Mich. The Cleveland Iron Mining Co. was the first, according to an exchange, to make practical tests to determine whether or not there was iron ore beneath the lake by boring with a diamond drill a number of holes in the bottom. To permit mining about 800,000,000 gallons of water was pumped out. With the removal of the water it was found that there yet remained a heavy deposit of mud, this being of the consistency of cream and offering serious menace to the mining of the ore that lay underneath. Making the condition particularly serious, the ore came up to the surface sand in many places, there being no rock capping to keep it out in case the mining of ore was undertaken close to the sand. It could not be pumped out for the reason that there was no place to deposit it, and then there was a tremendous body of it, it possessing a thickness in the lower places of the lake depression of about 40 feet.

To reach the ore beneath the lake, the company sunk a shaft in the diorite foot on the north shore of the lake, at which point the rock rises abruptly from the old shore to a height of several hundred feet. This shaft follows the inclination of the foot and has been carried down to the third level. It is

a substantial one, 5x18 feet inside, possessing four compartments and is finely equipped.

The first level is 150 feet vertically from the original level of the water in the lake. No mining of ore has been done here excepting what has come from the driving of drifts necessary to the testing of the ore deposit, and to prepare the way for mining when the latter is inaugurated. The danger from the mud overhead was what prevented active operations on this level. The work of opening up the ground has been expensive, as much has been done during the several years that have elapsed since the level was first started. They have put in tracks for the electric motor, connected the rooms with drifts, and have expended a large amount of labor and money.

About 76 rooms have been opened and the deposit of ore has been followed on its trend for a distance of 2,760 feet. They have drifted in the ore to the line of the Lake Superior Iron Co.'s property on the west, and where they reach the line the ore has a thickness of about 150 feet. This gives us an idea of the size of this ore body. In point of quality it is not always of as high grade as the company would like. There are some rooms showing Bessemer, but they are not as frequent as they would wish to have them. The ore works finely in furnace, however, and is near enough to the

Bessemer line, so that it is desirable as mixture with other ores with a lower phosphorous content.

SOMETHING NEW IN STOVES.

A stove, which furnishes not only the heat, but also the electrical current for lighting a room, has, according to an exchange, been invented by Dr. Girard, of Chantilly, France. This thermo-electric stove has the outward appearance of a cylinder, provided with ribs. The ribs serve for the abundant radiation of heat and to promote the circulation of air in the room. In the hollow space between the outer and inner wall of the stove, the elements of the thermo-electrical column are arranged in rings above each other, so as to surround the stove in its entire height. Every one of these elements consists of a flat piece of sheet nickel or tin plate and an alloy, which is mainly composed of antimony and zinc with addition of small quantities of other metals. The mixture is selected so that the pieces obtain the necessary firmness and durability. The proper composition of the alloy is of special importance. Such a thermo-electrical stove with nickel elements is alleged to produce an electromotoric power of 40 volts and a strength of current of four amperes. This production answers nominal requirements; by reduced heating it is decreased correspondingly.

NONE BETTER
MADE IN
CANADA
OR . . .
UNITED STATES



PURE LINSEED OIL

Prepared Paints

Have been on the market twelve years. We supply at a fair price, and furnish samples on application.

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 17, 1895.

HARDWARE.

THE week has not witnessed that improvement in business that the trade would like to see. The chief reason attributed for this is the want of country road reports from travelers all over, Quebec, the Ottawa Valley and eastern Ontario complaining in this regard. The fact is operating seriously against the demand for lumbering supplies and other lines of the kind. The changes which were given in these columns last week have hardly been digested by the trade in general as yet, and few comments were heard in regard to them.

WIRE—Business in wire continues quiet. Discounts are unchanged: Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—The new discounts have not been thoroughly digested yet, business continuing quiet. We quote $3\frac{1}{4}$ c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER—Continue quiet and dull; discounts, 10 per cent.

ROPE—Outside advices on both sisal and manilla are firmer, but no change is to note locally. Business is fair. We quote: Sisal 7 to $7\frac{1}{2}$ c., and manilla, $9\frac{1}{4}$ to $9\frac{1}{2}$ c.

CUT NAILS—But little activity is to note in cut nails. We quote: \$2.50 f.o.b. Montreal, freight prepaid in Ontario for 10-keg lots, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business inactive. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The changes in these were referred to last week, viz., advance in 1-lb. packages of $\frac{1}{2}$ c. Discounts are unchanged at 55 per cent.

HORSESHOES—Prices have been continued as they were, and we quote \$3.50 for iron, and steel, \$5 to \$5.80.

TACKS—The alterations in tacks were specially reported last week. Business continues quiet. The new discounts are: Strawberry-box tacks, 60 per cent.; cheese-box tacks, blued, $66\frac{2}{3}$ per cent.; trunk tacks, black, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet blued, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet, bright or blued (in kegs), 30 per cent.; do., tinned (in kegs), 30 per cent.; B.B.B. cut tacks (in bulk), 50 per cent.; do. (in dozens, 1 to 6 oz.), 45 per cent.; do. (in dozens, 8 to 24 oz.), 30 per cent.; do., $\frac{1}{4}$ weights, 40 per cent.; do., tinned, 45 per cent.; Swedes, cut tacks, genuine blued and tinned, $52\frac{1}{2}$ per cent.; Swedes, carriage tacks, American, blued, 60 per cent.; Swedes, upholsterers', genuine, 50 per cent.; do., do., American, 1 to 6 oz., 60 per cent.; do., do., American, 8 to 24 oz., $62\frac{2}{3}$ per cent.; Swedes, carpet, blued and tinned, 35 per cent.; do., gimp, blued and tinned, 35 per cent.; do., lace, blued and tinned 35 per cent.; do., brush, blued and tinned, 40 per cent.; do., pail and miners', 35 per cent.; zinc tacks, 35 per cent.; copper tacks and nails, 60 per cent.; leather carpet tacks, 30 per cent.; trunk nails, black and tinned, 65 per cent.; clout nails, $66\frac{2}{3}$ per cent.; cigar-box nails, 45 per cent.; lining nails in papers, 10 per cent.; do., in bulk, 15 per cent.; do., solid heads, in bulk, $42\frac{1}{2}$ per cent.; saddle

nails in papers, 10 per cent.; do., in bulk, 15 per cent.; tufting buttons, 22 line, 55 per cent.; tinned capped trunk nails, 15 per cent.

CUTLERY—The week has witnessed rather improved demand for cutlery.

SPORTING GOODS—Demand in this line is fair for gun club supplies, such as blue rock pigeons, expert traps, etc.

GREEN WIRE CLOTH—The best price for this is \$1.60 per 100 feet and jobbers note a fair enquiry at the decline.

COIL CHAIN—No activity to note in this line whatever.

SKATES—Demand for these is dull and little business is noted.

PLUMBERS' SUPPLIES—Continue much as they were.

SCREWS—A few small lots of screws are moving. Discounts are: Flat head, bright, $77\frac{1}{2}$; round head, bright, $72\frac{1}{2}$; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Nothing of importance doing.

BUILDING PAPER—Receives little attention and prices are unchanged.

CEMENT—Continues quiet at \$2 to \$2.25 for English, and \$2 to \$2.10 for Belgian.

FIREBRICKS—Steady and unchanged at \$15 to \$21 per 1,000 as to brand.

METALS.

The heavy iron and metal market continues as quiet as ever.

PIG IRON—Rules quiet, and though easier prices might be accepted, no quotable change is noted yet. We quote: Summerlee, \$20.50 to \$21; Eglinton, \$18.50; American, \$20; Ferrona, \$18.

BAR IRON—A fair amount of business is noted in pig iron at a range of \$1.55 to \$1.60.

SHEET STEEL—Moving in a small way. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.;

Milk and Delivery Can Trimmings



WE HAVE A FULL STOCK AND CAN FILL ALL ORDERS PROMPTLY
TINNED IRON, ALL SIZES AND GAUGES. . . .

The McClary Mfg. Co.



London
Toronto
Montreal
Winnipeg
Vancouver

18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

SHEET IRON—A few fair orders are being booked. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.63; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business quiet. We quote: Up in 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½c to 7½c per lb.

PIG LEAD—Quiet and steady at \$3.25 to \$3.50.

LEAD PIPE—Without feature, business being very dull.

GALVANIZED IRON—Nothing of importance doing aside from an odd lot. We quote 4½ to 5½c. as to grade.

INGOT TIN—Steady and unchanged at 16 to 17c.

INGOT COPPER—Quiet at 12 to 13c.

SHEET COPPER—No change, business ruling quiet at 18c.

IRON PIPE—New discounts on iron pipe are as follows: ¼ in., 65 per cent.; ¾ to ½ inch, 65 and 2½ per cent.; ¾ to 1 inch, 67½ and 2½ per cent.; 1¼ to 1½ inch, 70 per cent.; 2 inch, 70 and 2½ per cent.

CANADA PLATES—Have undergone no change, business ruling quiet at \$2.25, with the price shaded 5 to 10c. for round lots, according to quantity.

TIN PLATES—Without feature, prices ranging from \$2.75 to \$2.85 on cokes and \$3.35 to \$3.75 for I C charcoal.

SHEET BRASS—Dull, with discount 25 per cent.

TERNE PLATES—Continue quiet and steady at \$5.75 to \$6.25, as to grade.

SOLDER—Quiet and quotable at 11½ to 13c.

SHEET ZINC—Ranges from 4½ to 5c., as before.

SPELTER—Dull but steady at \$4.50 to \$4.75.

ANTIMONY—The same at 10c.

PAINTS AND OILS.

There is little change as yet in this market, the lack of winter roads interfering with trade. Prices generally are firm.

LEADS—Continue quiet and steady. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¼ to 4¼c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LINSEED OIL—The price is higher in England, but we quote as before here. Prices are firm, at 56c. for raw and 59c. for boiled.

TURPENTINE—The firmness in turpentine noted last week is accentuated and prices

are 2c. higher. We quote: Single barrel lots 48c, and 2 to 3 barrel lots 47c.

PARIS GREEN—Continues steady. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

RESINS—Without feature. We quote as follows: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The firm feeling that we have noted on glass was made evident this week by a reduction of the trade discounts. Prices are quotably the same. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

CHEMICALS, ETC.

There has been no change in chemicals. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Petroleum this week was steady. We quote as follows: Canadian refined, 14¾c. in shed, and 16c. for smaller quantities, with a discount of 2 per cent. for cash. American prime white, 16c. in car lots and 17½c. in smaller quantities. Water white, 17½c. in car lots, and 18½c. in small lots. Astral, 18½c. in car lots, 19½c. in smaller quantities.

HIDES.

The hide market is quiet and steady. Dealers paying 5½c. for No. 1, 4½c. for No. 2, and 3½c. for No. 3.

ASHES.

There has been an easier feeling in ashes, and under large receipts prices are 10c. lower, at \$3.60 for first pots and \$3.40 for seconds. Pearls are purely nominal in the absence of business.

MONTREAL NOTES.

Cables this week state that linseed oil has advanced 10s. in Great Britain.

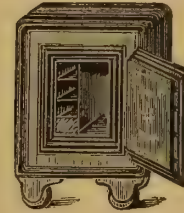
Advices from outside markets state that there has been an advance in both sisal and manilla of almost \$7.50 per ton. This may affect the price of cordage.

A handsome calendar is being given out by the Canadian agents of the Smokeless Powder Co., Ltd., Lewis Bros., of Montreal. The lithographic and other work on the

SITUATION WANTED.

AS HARDWARE SALESMAN or Bookkeeper. Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," HARDWARE AND METAL office, Toronto.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., Montreal, P. Q.

"Going to Insure"

The man who is simply "going to insure" is usually no better than the man who hasn't made the decision. In fact, he is usually worse, because he has considered the subject and been convinced of his duty, but has not done it. Life Insurance is emphatically a matter in which "nothing is done so long as anything remains undone."

Send at once to the Head Office of the Confederation Life Association, Toronto, and you will receive by return of mail full information in regard to their new Unconditional Policy.

Confederation
Life
Association

calendar is of a striking kind. It is arranged to suit sportsmen. Readers of this, who are in the trade, can have one sent to them by writing Lewis Bros., St. Sulpice street, Montreal, and mentioning **HARDWARE AND METAL**. The calendar shows pictorially the different packages, etc., in which this well-known powder is put up.

Lamplough & McNaughton are showing a full line of samples of German pocket cutlery this spring. It is worthy of inspection by any member of the jobbing trade.

J. Watterson, the well-known iron and metal broker, is down in the Maritime Provinces for a few weeks calling on the jobbing houses with whom he has connections.

Painchaud, Squire & Co. report good orders from the jobbing trade for their imported enamel ware in Puritana and P P P qualities. They show twenty different colors in the former and six in the latter.

W. H. Cottingham & Co., the selling agents, state that the new Sherwin-Williams paints now being manufactured in Montreal are receiving a very gratifying reception both east and west.

An entirely new line of razors are being offered to the trade this spring by Lamplough & McNaughton. They have aluminum handles, and are offered to jobbers at a range of about \$7 to \$12 per dozen.

Lewis Bros. have given a handsome gold medal for competition among the different gun clubs of Montreal. It has to be shot for with smokeless powder, and won three times to become the permanent property of any competitor.

J. H. Brent, of Crathern & Caverhill, and of Caverhill, Learmont & Co., Montreal, has been here for the past ten days, and left on Wednesday night for his ground in western Ontario.

Drummond, McCall & Co. have been appointed selling agents for the London-derry Iron Co.

Caverhill, Learmont & Co. have just received a shipment of 31 cases Rodgers' cutlery, so their stock is now complete in all lines. This is the largest single shipment of cutlery ever brought into the Dominion of Canada.

ONTARIO MARKETS.

TORONTO, Jan. 17, 1896

HARDWARE.

TRADE generally appears to be rather better than is usual at this time of the year, although of course the volume of business is not large. Some good sorting-up orders have been received, but anything approaching real activity is naturally not expected for some weeks yet. The only kind of wire that is receiving any attention is coppered, and even of that no large quantities are going out. Green wire cloth is still being

booked for future delivery. A number of small orders have been received for spades and shovels. The same may be said regarding both churns and poultry netting. Payments are about of an average character.

WIRE—The only thing that seems to be moving is coppered wire, both steel and spring. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid on any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Continues dull at the recent reductions. We quote: $3\frac{1}{4}$ c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Copper wire is moving more freely, but otherwise trade is very quiet. Discount is unchanged at 10 per cent.

ROPE—Continues dull. We quote: Sisal, 7-16 in. and larger, 7c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 7 $\frac{1}{2}$ c. Manilla, 7-16 in. and larger, 9 $\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 9 $\frac{1}{2}$ c.; deep sea line, 13 $\frac{1}{2}$ c. for water laid, and 14 $\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Business is still dull. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues slow. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are quiet at 55 per cent.

HORSESHOES—Trade continues to fall off, as is usual at this time of the year. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—In our article last week announcing the changes in tacks the word "cheese" was left out of the paragraph referring to the abolition of six-ounce cheese box tacks, and the discount on "B.B.B." cut tacks in bulk should have read 50 per cent. instead of 30 per cent.

CUTLERY—Merchants are not looking after their cutlery samples just now, and business in consequence is of a limited character.

SPORTING GOODS—Outside a little ammunition there is nothing moving.

COW TIES—Continue quiet at unchanged prices, namely \$1.25 to \$2.80 per dozen.

GREEN WIRE CLOTH—Orders are still being booked for forward delivery. It is anticipated that the volume of business this year will exceed that of 1895. We quote \$1.60 per 100 square feet.

COIL CHAIN—There is practically nothing doing.

SKATES—Trade is keeping up well, considering this stage of the campaign.

PLUMBERS' SUPPLIES—Trade remains fair, principally on country account, although city plumbers are fairly well employed.

SCREWS—Quiet. We quote: Flat head bright, 77 $\frac{1}{2}$ per cent.; round head bright, 72 $\frac{1}{2}$ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at \$26.50 to \$27.

CHURNS—Fair orders are being booked for spring delivery. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Quite a number of orders have been received for spades and shovels, although they are, as a rule, for small quantities. For shipment early in the spring orders are coming in freely.

BUILDING PAPER—Inactive and unchanged. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

POULTRY NETTING—A good many orders are being received for future delivery. Discounts, 65, 10 and 70 per cent.

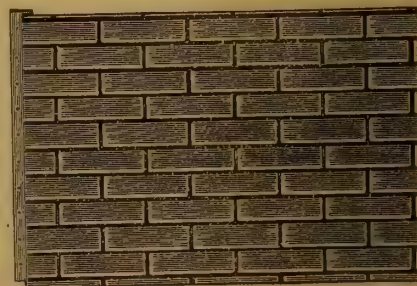
TINWARE—The travelers are out with new lists and prices. Discounts are much the same as last year, being 25, 10 and 7 $\frac{1}{2}$ per cent. Business has scarcely opened up yet.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Some improvement has developed during the week, particularly in sheet steel, galvanized iron and tin plates.

BAR IRON—Trade is a little more satisfactory than it was, orders being for larger quantities. The volume of business is still small, however. Base price for small lots remains unchanged at \$1.70 to \$1.75.

SHEET STEEL—Trade continues moderately good, especially for "Dead Flat." We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Is exceedingly quiet. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Shipments from stock are light, and there is not much doing in an import way. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6⅞ to 7⅞c. per lb.

PIG LEAD—Prices are fairly firm, but business is on the quiet side. We quote 3⅜ to 3½c. per lb.

LEAD PIPE—A change has been made in the Dubois lead traps both in list and discount, the latter now being 25 per cent. for small quantities and 25 and 10 for large lots. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Demand is good, with prices firm. Stocks are not heavy. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Prices are lower, large lots being offered at 16c. and small lots at 16½ to 17c.

INGOT COPPER—Continues quiet at 11¾ to 12c.

SHEATHING COPPER—A number of import lots are now being delivered, but shipments from stock are small. Not many case lots are changing hands. We still quote 14 to 14¾c. for 16 oz.

IRON PIPE—Is still in fair demand, prices being firmly held. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Continue quiet and featureless. We quote: Domestic galvanized, 30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business remains quiet. We quote: Half-polished, \$2.50; 60-sheet

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—An increasing demand is being noted both for charcoal and coke. This week the demand has been particularly good for the better brands. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues slow. Discount is unchanged at 60 per cent.

SHEET BRASS—A nice improvement is to be noted in this line. Discount 25, per cent.

TERNE PLATES—Terne plates are exceedingly quiet, with quotations as before at \$6 for the best brands.

SOLDER—There is about the usual trade doing. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPelter—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

Import orders are now being taken, and quite a number have already been booked. The idea as to price is \$2.20 to \$2.25 for first break, net 30 days. There is not much going out from stock. We still quote: \$1.20 to \$1.30 for first break in 50-foot boxes.

PAINTS AND OILS.

A tour amongst the leading manufacturers and dealers in this important branch of industry discloses a great deal of confidence in the prospects for business in the season now about to open. The failure of Mr. R. J. Hovenden, a painter and dealer on King street, has been commented upon, but until a statement of his affairs is published, it is only guess work to say how the estate will turn out. Unnecessary cutting still exists in turpentine and linseed oil, and the turnover at present prices really represents an

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

actual loss. Strong efforts are being made to show some of the recalcitrants "the error of their ways," and to come to some understanding whereby the jobbers can get at least a straight commission on these staples. White lead is moving very sluggishly; \$4.75 to \$5 is being asked and readily obtained for the leading brands of pure lead. Whiting is slightly higher in view of lighter stocks and none coming in until next May. Dry colors generally are firm. Varnishes and shellacs are in fair request, with ample stocks for all requirements. Kalsomines will, it is thought, be much in vogue this year, and large stocks are being prepared. Painters' sundries and artists' materials still keep quiet, the "Knights of the Brush" not being too busily employed.

PARIS GREEN—The stringency in chemicals makes it highly probable that a material advance will take place in this insecticide. Meantime enquiries are numerous, and orders are being placed at last week's quotations. We now quote: Casks, 13½c.; drums, 14c.; 1-lb. packages, 15c.; ½-lb., 17c.; ¼-lb., 19c.

PREPARED PAINTS—Best brands are quoted \$1 to \$1.05 per gal.; second grade, 90c. No disposition is shown to come under these figures owing to the advanced cost of white lead.

WHITE LEAD—Business is quiet and prices firm. We quote at 4¾ to 5c, No. 1 at 4½c., No. 2 at 4¼c., dry white lead, in kegs, 5c.; red lead, 4 to 4½c.; No. 1 red lead, 25c. per 100 lbs.

LINSEED OIL—Raw, 49 to 50c.; boiled, 52 to 53c.

TURPENTINE—Prices have again advanced in the south, and the present laid down price here is about 42½ to 43c., and jobbers are getting 44 to 45c.

CASTOR OIL—Is quiet at 6½c. in cases, and in single tins at 7 to 7½c.

OLD MATERIAL.

Trade is a little brisker. Most of the foundries will start up again next week. We quote: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1

wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 7½ to 8c.; light scrap brass, 3½ to 4c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 4 to 4½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

HIDES, SKINS AND WOOL.

HIDES—Steady, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted at 6 to 6¼c.

CALFSKINS—6c. for No. 1, and 5c. for No. 2.

SHEEPSKINS—Unchanged at 80c.

WOOL—Trade quiet. Fleece combing is quoted at 23 to 24c.; clothing, 23c.; supers, 21 to 22c.; extras, 23 to 23½c.

MARKET NOTES.

The Graham Nail Works, after having been closed down for three weeks for the usual seasonable overhauling, opened up again on Monday.

A handy and useful little article called the "Rival" reversible ice creeper is in stock with M. & L. Samuel, Benjamin & Co. They are put up one dozen in box, and they are finding a ready sale with the trade.

The lists of American cast hardware received by Toronto merchants since the beginning of the year show advances all along the line, particularly in builders' hardware.

M. & L. Samuel, Benjamin & Co. report that their last shipment of skates from factory this season is just to hand. This will give them stock again of all sizes. They state that they have sold more skates this season than ever before, and their chief difficulty has been to get the factories to fill their orders promptly.

The James Robertson Co., Ltd., have been compelled, owing to the heavy demand for their mixed paints, to build a large factory in addition to their lead works for the exclusive manufacture of dry colors. They report the output of their lead works away ahead of any previous year.

M. & L. Samuel, Benjamin & Co. are now booking forward orders for galvanized poultry netting. This firm have their own house in England and announce that they can thus make their purchases at the lowest possible price, not having to pay commissions, agents, etc. "This enables us," they say, "to sell English and foreign goods at low figures." Prices will be quoted on application.

UNITED STATES MARKETS.

NEW YORK, Jan. 16, 1896.

PIG TIN—London cables came 12s 6d to 15s lower, and there was some sympathetic weakening in prices here. The turn did not, however, stimulate speculative interest here or arouse livelier buying

for consumptive or trade account. For that matter, there was nothing more than ordinary hand-to-mouth buying and no sign of tendency to stock up at all freely was visible. On net cash terms probably 13.15c. would have been accepted for lots of five or ten tons, but for ordinary jobbing business 13.25c. was apparently the inside rate.

COPPER—As regards actual dealings in ingot there is nothing new to report. The prospects appear favorable for a good business in the general line of manufactured products in which copper is extensively employed. In fact, several manufacturers have expressed the opinion that the favorable outcome of last year's operations is likely to not only be duplicated, but bettered. Still orders for crude material are being placed in a very indifferent way, probably because of the heavy output and great capacity of the leading producers. This, and more or less sharp competition among sellers, keeps values unsettled. The range quoted at present is 9½ to 10c. for Lake Superior ingot, 9½c. for electrolytic, and 9 to 9¼c. for casting stock.

PIG LEAD—The market was dull and prices remained weak, with 3.02½c. apparently the best rate for carload lots and 3c. all that could be realized for larger quantities. Consumers are buying in very ordinary way at the moment and little lead is being taken in other quarters. London cable to the Exchange quoted a decline to £11 1s. 3d. for soft Spanish.

SPELTER—Few orders are coming this way at present, and those that do materialize are almost wholly of rather small size. Prices remain very firm, however, since no concessions are made by smelters or other holders, with 4.02½ to 4.05c. quoted for standard Western brands delivered here or at common point. London cable to the Exchange quoted a decline to £14 2s. 6d. for merchant brands.

ANTIMONY—A fair distribution is going on, and prices remain quite steady at about 7¾ to 7½c. for Cookson's, 6¾ to 7c. for Hallett's and 6¾ to 6½c. for Japanese.

TIN PLATE—The market remains in a dull, stupid condition. There is no improvement in the number of orders coming this way, and the individual buying is mostly of hand-to-mouth type.

IRON AND STEEL—Orders for pig iron are still rather small individually, and in the aggregate amount, but quite up to the average movement of late, and would indicate that business is certainly not poorer than it was earlier in the month. However, competition continues keen and prices are still rather weak. Old material is positively dull. In manufactured steel and iron there is nothing of importance doing here, and prices, with few exceptions, continue rather weak.

METALS MADE FROM ALLOYS.

Bath metal is made from tin and copper.

Bell metal results from zinc and copper.

Bronze is the product of copper and tin.

Britannia ware is made from copper, bismuth and antimony.

Cannon metal is formed of copper and tin.

Dutch gold is made from copper and zinc.

German silver is composed of zinc, nickel, copper and a small portion of iron.

Standard gold is made from gold and copper.

Copper and tin form gun metal.

Mosaic gold is a combination of copper and zinc.

Pewter is made from lead and tin.

Sheet metal is composed of lead and a small quantity of arsenic.

Standard silver is made from silver and copper.

Solder from tin and lead.

Type metal the combination of antimony and lead.

White copper is made of copper and arsenic.—Hardware.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, ONTARIO.

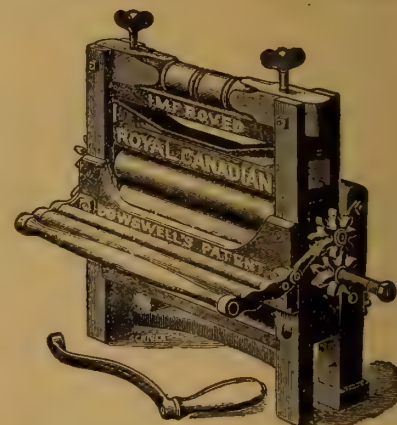
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



SOLID WHITE RUBBER ROLLS. The quickest tub fastener known, and perfect in action. Two Pressure Screws, double gear at each end, metal bearings. **Brass Caps at each end of top bar, making it the finest finished Wringer in the market. Every Wringer with our name on is Warranted.** Manufactured by

DOWSWELL BROS. & CO.

HAMILTON, ONT.

THE CANADA PAINT COMPANY'S Diamond Graphite

One Gallon of Diamond Graphite Paint at the proper consistency for the brush will cover over 800 square feet of new iron, or 1,000 square feet on second coat. It is the best known paint for resisting heat, water, alkalis, acids or atmospheric influences.

Manufactured only by

The CANADA PAINT CO. Ltd., - Montreal, Toronto, Victoria

A NEW BLASTING METHOD.

DURING last year blasting tests have been made, says a contemporary, in several mines of Austria-Hungary according to a charging and firing method invented by the mining councillor, L. Jaroljmek, which tests are said to have furnished very good results.

While so far blasting was connected with the greatest dangers, as for firing the charge by means of fuses or electricity external manipulations producing fire and sparks were required as impulse for the explosion of the charge, Jaroljmek locates the igniting impulse in the interior of the hole. The priming is based upon a chemical reaction, which is produced within the hole by water introduced into a body of caustic lime, which is arranged above the charge. The heat developed by the slacking of the lime is allowed to act from the outside upon a peculiarly constructed cap, which by its detonation explodes the charge within a certain time. By a timing arrangement the operator is enabled to fix the time of the explosion. This arrangement is very simple. The body of lime is covered more or less by a sheet of tin foil. Thus the access of the water is limited to a larger or smaller surface of the lime body, whereby on account of the heat being developed quicker or slower the charge is exploded correspondingly sooner or later. The tests proved the method to

be practicable even under the most unfavorable conditions. The difficulty to conduct water to vertical holes is removed by laying wet moss or peat upon the cap. The water used for the charge furnishes in connection with the lime, which inflates very strongly by hydration, a stopping up of the hole which is extremely effective against the blasting gases. Hereby a fiery blow out of the shot, which used to be so dangerous, is automatically made impossible. As this method further forces the operator to surround the blasting material with water, the developed gases are cooled off below the inflaming temperature of fire-damp by their intimate contact with water, and because they lose heat while co-operating in the sprayification of the water. This was the case even when a certain kind of dynamite was used, which otherwise always ignited the fire-damp, and for shots highly overcharged, too. In fact the blasting gasses are made entirely harmless, which is of great importance for the indispensable blasting in mines containing methyle (C^2H^3) and coal dust.

BY HIS STOCK YOU MAY KNOW HIM.

Show me a farmer whose fences are down in places, whose reaper stands in the field all winter, and I will show you a man who has a mortgage on his farm, or is behind with his rent, remarks a writer in an exchange. Show me a hardwareman whose stock is ill kept,

In the following Specialties:

Graphite Machine Filler
Graphite Machine Paint
Graphite Steel Finishing Paint
Graphite Paint for Structural Iron Work (In paste form or liquid.)
Graphite Roof Paint (In paste form or liquid.)
Finely Powdered Graphite for Foundry Facings.

whose store is dirty, whose business methods are slovenly, and I will show you a man who is either slow in his payments or behind in them, and who practically don't know "where he are."—Hardwareman.

TIN PLATE IMPORTS IN 1895.

Although the aggregate consumption of tin and terne plates in the United States last year, says Metal Worker, was considerably greater than that of the previous year, the Custom house figures show that the total receipts of foreign plates at the eastern seaports in 1895 were about 22 per cent. smaller than those of 1894, and 30 per cent. below those of 1893, and this notwithstanding that the duty on foreign tin plate was lower last year and their price was correspondingly cheaper. This falling off in importations is, of course, attributable entirely to the increasing use of the home-made material. It is, moreover, a condition that is likely to become more pronounced each year. The best authorities in the trade look for a far more radical cut in the total shipments of Welsh plates to this country in 1896. Within the past few months the American manufacturers have made very great stride towards securing a permanent market for their plates in the Eastern States, and have succeeded in displacing the imported product to a very considerable extent. This circumstance was clearly reflected in

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

— LONDON, ONT.

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

the import figures for November and December, which fell far below the average. The following table shows the receipts of tin and terne plates, in boxes, at the ports of New York, Philadelphia, Baltimore and Boston for the years 1892 to 1895, inclusive:

	1895.	1894.	1893.	1892.
New York	1,473,114	1,588,300	1,856,472	4,983,412
Philadelphia.....	151,139	291,354	678,743	608,658
Baltimore.....	677,967	926,539	707,694	880,850
Boston.....	4,863	174,346	73,536	495,135
Total boxes.....	2,307,083	2,980,539	3,316,445	6,768,055

AN 1895 RETROSPECT AND A PROPHECY.

THE year 1895 will always be remembered in hardware as the period in which the reaction came from the lowest prices ever reached. This reaction was sudden and unexpected, falsifying the prophecies of the most experienced observers.

While this great rise in prices did not embrace many articles, yet it included those of great moment and importance. It was unfortunate in commencing at the wrong time, during the spring, before the crops were assured, and when it had to bear the burden and heat of summer. The result was that it reached its climax early in the fall, when it should have been still strong and vigorous, and the weakening came at a time when booms are generally at their height.

Although in July and August it seemed as if there would be no limit to the advances, and as if the whole hardware line would be embraced, yet thinking men, remembering the experience of 1879, foresaw that the tremendous increase in the output of raw material must, sooner or later, bring things back to their natural level, and produce a more healthy, though not so lively a state of affairs.

The future is crowded with uncertainty, but the clearest vision seems to foretell a permanently higher level than that prevailing last spring, a good demand, and possibly firmer prices than those at present. It is all a question of the demand, particularly in the case of the railroads, who hold the key to the situation. The moment they begin to buy rails and equipments in any quantity there will be a crystallization of prices and a steady market.

It looks as if from now until February 1 would be the buyer's opportunity, and after that time the chances of bargains will be over, yet despite the apparent correctness of this view, buyers are holding back, preferring to take their chance rather than run any risk whatsoever.

The manufacturers in general have caught up with old orders, and new business comes in slowly. Factories are running full time, and some of them overtime, and there will soon begin to be an accumulation of goods. If the demand holds off for some time there will be an effort to sell, and the question

of cost, for the time, will be lost sight of, in the desire to market the surplus.

So far manufacturers have shown great firmness, and a determination to uphold the prices at all hazards. They are acting in greater harmony and with more conservatism than ever before. The stocks in jobbers' hands are large, but are gradually being depleted, and the natural demands of the country will soon absorb them.

General hardware continues to be very cheap. The items which have advanced largely, as before stated, while important in themselves, are but few in number.—Age of Steel, St. Louis.

A NEW MAGAZINE RIFLE.

J. Z. Long & Son are making drawings preparatory to applying for a patent on an electric magazine rifle. A prominent feature of the new gun is its lightness and simplicity of construction. The arrangement of the barrels is a novel one, there being two, placed one above the other, and constructed of steel, aluminum and rawhide. The cartridge shells are made of aluminum and fired with an electric spark. Both barrels can be fired simultaneously, one throwing a projectile and the other an explosive bomb, or both throwing either. Each barrel may be filled at the rate of 50 to 70 shots per minute, the maximum when both barrels are used being about 150 shots per minute. The electric current used for firing is generated in the gun itself, and powder, nitro-glycerine or gun cotton may be used as an explosive. The new gun is the invention of D. D. Long.—Times, St. Thomas.

MR. CHAMBERLAIN'S COLONIAL DESPATCH.

It has been very well said of the recent action taken by the Secretary of State for the Colonies, that we are beginning to feel some of the advantages of having a trained business man holding high office in the Government. The remark, when one comes to think of it, is suggestive. Mr. Chamberlain has taken action which, if the case were one of a private instead of a national concern, would be looked upon as the exercise of ordinary commercial common-sense. Put the case of a capable man acquiring the management of a business which he found, on looking into the books, was not much on the decline, perhaps, but being steadily shouldered out of certain markets by foreigners. What should we say of the new manager if he did not straightway set to work to ask his agents in the threatened quarters for the fullest why and wherefore of their waning trade and the waxing of opposition to it? That is what Mr. Chamberlain, as manager in a parallel instance, has done. It is detracting nothing from the credit due to him to say that something of the kind should have been done long ago. And thus the inference from

our opening remark pretty well draws itself: there should be more trained men of affairs—in the truest sense of the word, business men—on the Government benches.—Hardwareman.

ALL QUIET AT HALIFAX.

Our Halifax correspondent writes that trade in Nova Scotia is quiet, most of the wholesale firms being engaged in stocktaking and sorting.

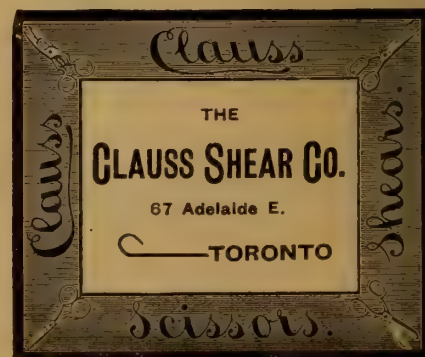
A fire at Kentville on Sunday last proved disastrous to two hardware firms, viz.: G. E. Calkin and Dodge & Dennison. The latter also dealt in groceries. Calkin's loss is \$9,000, with \$4,000 insurance, and Dodge & Dennison \$2,000, with \$500 insurance.

THE DOHERTY MELTING PROCESS.

Messrs. Adam Zimmerman, P. D. Crerar, M. A. Hunting, Hon. J. M. Gibson, Ferguson, J. Muir and Alexander Campbell, all of Hamilton, are applying for a charter for the Doherty Process Co. The object of the company is to get control of Thos. Doherty's (Sarnia) patent process of melting iron. Several tests have been made, and they turned out satisfactorily. I. D. Smead, of Toledo, O., has tried the process, and says he can save \$4 a ton on the castings. The capital stock of the company is \$120,000, divided into 2,400 shares of \$50 each.

CATERING FOR THE JUVENILES.

The few weeks immediately following Christmas are generally expected to be quiet as regards the hardware business, writes A. Akers in Hardwareman. This may be the inevitable reaction after the rush of the previous week, or, perhaps, people are all making economical resolves for the New Year. Almost the only class of the community who appear to have money that is "burning a hole," are the juveniles home for the holidays. This being the case, the best plan for the hardwareman, is to try and divert some of this from the ordinary channel (namely, the "tuck" shop). In this case, the laws of demand and supply are generally reversed. A striking and lavish display of fret-work and carving tools has been known to create an epidemic among the juvenile masculine population of a district, an epidemic known in America as "Whittling."





MILK CAN TRIMMINGS

Our Patent Bottom still keeps the lead. You can make a better can in less time, with less solder, than with ordinary trimmings. Mechanics endorse them.



FARMERS ASK FOR THEM AND WILL TAKE NO OTHER.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

MINING LEGISLATION IN NOVA SCOTIA.

WE LEARN from a mining contemporary that the Nova Scotia Mining Society propose approaching the Provincial Legislature with a number of amendments to the Mines and Minerals Act and the Mines Regulation Act. Want of space would prevent an extended notice of all the points of amendment suggested, and in fact on many of them the opinion of members of the society seems divided. There is one point, however, of some general interest.

The policy of the Government of Nova Scotia for over one hundred years has been to lease not to sell the minerals. This applies to those minerals leased prior to 1858, and to those reserved as Crown minerals in that year, viz., gold, silver, lead copper, tin, iron, coal and precious stones, other minerals being included in the Crown land grants.

It is proposed that these leases should be converted into ownerships in fee. There can be no doubt that in many cases capital is deterred from becoming the owner of a lease property burdened with conditions of rental, working, etc. This was well exempli-

fied in the case of the Dominion Coal Company, which refused to invest unless a lease of ninety-nine years was granted. On the other hand it may be questioned if the alienation of so much mineral land would not result in a loss to the general public by it becoming in a greater or less number of cases unavailable to capital on account of doubtful or involved title estate trusts, etc. At present any title can be readily cleared by surrender, non-payment of rental, etc., and be started on a fresh and good title. It may be found on enquiry that few who have a good mine, and work it, complain of its being only a lease. In a number of districts leases can be pointed out in which little or no work has been done for a number of years and on which no tributor can set a foot unless on exorbitant terms, and no offers to purchase would be entertained except at high figures. These leases in the course of time almost invariably fall into the Government's hands and are available for re-leasing.

Again, should the Government decide upon a reversal of its policy and part with its rights after a certain amount of work had been done in a certain period of years, it would have to contemplate a serious reduction in its revenue. As the sources of the

provincial revenue outside of the Dominion subsidy are almost exclusively drawn from the mineral royalties, etc., any depletion in this direction would have to be recouped by taxes levied in some other way, say an income tax, or some other equally unwelcome impost.

It would appear, therefore, almost inevitable that if the idea as suggested were adopted, it would be necessary for the Government to dispose of its mineral lands upon business principles. Thus, for example, should the Coxheath copper mines prove successful, all copper leases in Cape Breton would cost the speculator, or prospector, or the miner, say \$5,000. Taking the present system as a perpetual source of revenue, it is evident that upon a change of policy the maintenance of an annual revenue for ever must be based upon some calculation that will when carried out yield the Government an annual revenue equal to that now drawn from rents, royalties, etc., say \$250,000, and one increasing continually at that. — Canadian Colliery Guardian.

The private bank of Miller & Bouchier, Sutton, Ont., has stopped payment.

During 1895 the declared value of exports from Brockville to the United States was \$225,543, as against \$140,952 for 1894.

What Points

would you first consider and investigate if you were buying a mower for your own private use? Those are the points we want you to consider in the **Woodyatt Mower** for 1896.

It is a . . .

Perfect model.



Grass Box

attachment is a wonderful success. It will fit our 1895 or 1896 pattern, and works like a charm. There is no more need to gather cut grass with a rake. The Grass Box catches it as it falls. Drop us a line for circulars, or, better still, see it

for yourself.

A. ROOT, LYN, ONT.Manufacturers of **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays **25 cents** to any address on receipt of

HARDWARE AND METAL, Toronto

Another point about the **"Dayton"** bicycle is that it is beautifully enamelled in a rich maroon color.

Send for the **"Dayton"** catalogue—a work of art.

J. & J. Taylor**TORONTO SAFE WORKS****EDISON'S ORE SEPARATOR.**

THOMAS A. EDISON has just brought to a practical conclusion his great ore separating process, at the mine at Edison, near Ogden, N.J., on which he has been at work for many years. After wrestling with and overcoming obstacles that would have conquered any less persistent experimenter, the process has at last been finished, and the great plant is in running order.

The scheme, as explained in the N.Y. Herald of a recent issue, is an interesting one, in that there is no human intervention during the entire process from start to finish. When the cars of ore and rock are dumped in large masses into the massive crushers that form the first step in the process, the rest of the process is entirely automatic, the crushed rock and ore being carried automatically from one set of crushers to another by means of endless belts and bucket elevators, till the material is reduced to the requisite fineness, and then another series of belts and elevators carry it to the separating house, where the material falls in a fine stream across a field of large electro magnets, which divert the iron from the direct line of fall and drop it into one receptacle, while the refuse and rock fall into another.

This process is repeated a number of times, till at last the resultant product is pure magnetic oxide of iron.

Automatic carriers take the iron ore thence to the bricking plant, where, by ingenious mechanism, over which the great inventor has spent thousands of dollars in experimentation, the ore is mixed with binding material and pressed into small bricks for convenience in handling. These are then baked, and are ready for the market. The sole remaining work of construction yet to be done is the building of the rotary furnaces which shall bake the bricks as they are delivered and turn them out automatically. There are no mechanical or scientific difficulties connected with this part of the process, and these furnaces are to be built as soon as the frost is out of the ground in the spring.

Mr. Edison is jubilant at the final success of his work. Just at present he is experimenting in the lines of electric lighting. He told me a day or two ago that he had neglected a number of these matters while finishing up his work at the mine, and that during the next three months he should have some developments to bring out that would work a revolution in some of the processes of electric lighting. I pressed him to give a clue as to the lines on which he was working, but he said that he could not do so until his ideas were worked out and patented.

Mr. Robert Hamilton, a merchant at Carman, is in the city, accompanied by his bride, nee McLaren, daughter of a prominent business man at St. Mary's, Ont. They are guests at the home of Mr. Thos. McKee, 276 Ellice street.—Free Press, Winnipeg.

IN RE

WM. GLENDINNENG & SON**Iron Founders****MONTREAL**

Tenders are invited by the undersigned for the purchase of

Foundry Buildings, Plant, etc., at St. Henri, Montreal

The establishment comprises—

PIPE FOUNDRY, fitted with steam cranes for ramming and hoisting, cupola hoists, testing machines and all other requisites for manufacturing water and gas pipes of all sizes.

STOVE FOUNDRY, about 300 feet by 60 feet, fitted with two cupolas, power and other hoists, core machines, grinding machines and all other appurtenances for a first-class concern.

MACHINERY AND JOBBING FOUNDRY, with power and other cranes, 30-ton cupola and the general outfit required for a large daily output.

MACHINE SHOP, with 6 drills, 5 gap and engine lathes, planers, shapers, travelling cranes, dynamo, blowers, etc.

NICKEL-PLATING SHOP, with dynamo, batteries, polishers, etc. 1 Engine, 75 h.p. 2 Boilers, 75 h.p. each.

Blacksmith Shop, with power hammer, etc.

PATTERN SHOP, with saws, lathes, planers, edgers, etc.

The works are built on the bank of the Lachine Canal, and cover an area of about 350,000 feet, being also in close proximity to the line of the Grand Trunk Railway.

The establishment is the finest of its kind in Canada, and was designed and laid out by a competent engineer after an inspection of the most modern foundries in the Northern States.

Further particulars on application to

KENT & TURCOTTE

Accountants

97 St. James Street, Montreal**Church's Cold Water Alabastine****The Best Wall Coating on the Market.**Sold by **Paint and Hardware Dealers** everywhere.**New Advertising Features** this Season.

150 Newspapers

Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.**PARIS, ONT.**

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

THEILE & QUACK

ELBERFELD, GERMANY

Fine **POCKET CUTLERY**
RAZORS
SCISSORS

From all Quality unsurpassed
Wholesale Dealers.

LAMPLOUGH & McNAUGHTON

Agents for Canada

MONTREAL

Alexander Macpherson & Son

Barb Wire,	Plain Wire,
Pliers,	Green Wire Cloth,
Sap Spouts,	Babbit Metals,
Skate Sharpeners,	Valves,
Skates,	Harvest Tools,
Nicholson and American Files,	
Cant Dogs and Handles.	

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

COMBINATION IN THE METAL TRADES.

A THOROUGHLY well-informed correspondent, who has full access to all that is going on in relation to the combination which is now being formed in the rolled-metal trades at Birmingham, favors us, says Ironmonger, with the following communication on the subject:

"The movement arose out of a requisition numerously signed by members of the trade, and brought to Mr. E. J. Smith some weeks ago, after which that gentleman arranged to meet all who cared to come to the Grand Hotel, Birmingham, when he explained the principles of the movement, and a committee was appointed to consider all the details, and to see if they were applicable to the metal trade. The committee had continuous sittings for a whole week all day long, and everything was very minutely dealt with. Finally, they passed a unanimous resolution that the scheme was thoroughly applicable, and that every principle must be adopted if the movement was to succeed. A report was issued embodying all this, and then another meeting held, at which all the rules, etc., were gone through, with the same result. At present it can safely be said that two-thirds of the whole trade are thoroughly united, and determined to carry it through. The other third are somewhat mixed, a fair percentage of them simply standing aside to see how the movement goes on, when they will, no doubt, join. Unfortunately, a few of the large houses are adopting a somewhat hostile position, on account of the proposed alliance with the workpeople. Mr. Smith has interviewed most of them personally, and is said to believe that they would all come in at once if he would drop this feature of his scheme. He has, however, quite made up his mind that it is an absolutely essential principle of the scheme, and he now makes it a sine qua non that each trade shall adopt it, or he will retire from the movement. There is some reason for knowing that one or two of these large people are already prepared to surrender when the alliance is once formed, but there may be trouble with some of the others. It is, of course, possible that some arrangements may be made with them for a time as to selling prices, so as to give them a chance of seeing how the thing works; but the feeling is so strong in the trade that it is by no means sure whether the members of the association will even consent to this. Looking at the situation all round, the general opinion is that it will come off and be successful. Two of the conditions under which the association is formed will be most rigidly adhered to: (1) That any advance in selling prices will be of a most moderate character, say, $\frac{1}{4}$ d. in the pound at the utmost, out of which a bonus will be paid to the workpeople; (2) that a committee will constantly sit to watch the effect of foreign competition, and that, whenever this threatens, combined action will at once be taken to prevent its success."

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

THE BEST

is the cheapest in

BRUSHES

as well as in all other goods that

ARE MADE

by first-class workmen. We make only the best. Give us a trial order and we will convince you that such is the case with all goods made **BY**

MEAKINS & CO., MONTREAL

313 St. Paul St.

Also Meakins & Sons, Hamilton, Ont.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE AND METAL

TORONTO

PLUMBING. STEAM AND GAS-FITTING DEPARTMENT.

HARDWARE AND METAL has received from the Mechanics' Supply Co. of Quebec a sheet printed in three colors, showing a special line of lavatory basins, etc., that they are introducing to the trade. These basins are made specially for them in England, and they compare favorably with any other basin in the market both as to price and quality.

* * *

The by-law submitted to Brantford rate-payers asking for \$25,000 for a new school was defeated by 727 votes to 377.

* * *

TO PREVENT GAS PIPES FREEZING

Since gas began to be adopted generally for lighting purposes, it has been the aim of gas engineers to prevent the freezing in of gas pipes. Until recently, says Kuhlow's, it has been the general opinion that the steam always present in lighting gas caused the freezing in by its separation in frost-like form, and all the methods known so far to prevent this are based upon the principle to remove the moisture out of the gas before its entrance into the conduit pipes. The method formerly employed to reach this purpose was that the gas was exposed in so-called "freezing-out" cylinders to the cold, whereby, of course, the drying of the gas was obtained. But, as in the freezing-out cylinder, not only the steam contained in the gas, but also large quantities of the light-giving carburated gases were separated, the frozen-out gas showed such losses of lighting power that the practical employment of this method was hardly possible.

An extraordinarily simple and cheap method to dry the lighting gas by means of sulphuric acid of certain concentration was patented by the German Continental Gas Company two years ago, and proved quite satisfactory in the beginning. In the last hard winter, however, the chandeliers and conduits froze in again, although the gas entered the distributing pipes entirely free of water, and an investigation showed that the pipes were perfectly stopped up by frost-like formations in the same manner as if undried gas had been used. There was only the difference that these formations did not consist of frozen water, but of frozen, chemically almost pure benzol.

The discovery shattered at once the former opinion that the freezing in of the pipes was caused by steam contained in the gas, and the author very soon discovered a method by which not only the freezing of the steam, but also that of the benzol was made impossible. The principle of this method is, that in the gas works and behind the gas meter a certain quantity of alcohol vapor is added to the gas. The effect of this alcohol vapor is shown in the fact that,

if by the action of the cold separations of water and benzol occur, the alcohol vapor carried along also separates, whereby the freezing point of these separated condensations of water and benzol is forced down so much that they will not congeal even at our coldest temperature in winter, but remain in liquid condition. They can, therefore, flow back into the main conduit, and from there into the next condensing pot. A stopping up of the gas conduit by separation of solid condensations is made impossible in this manner.

The action of the alcohol vapor added to the gas is here an altogether different one to that caused by injecting liquid alcohol into frozen up pipes. By my method a means is furnished to prevent freezing in altogether, while in the former use of alcohol in the gas works it was but intended to thaw up conduits that were frozen in already.

In the last hard winter it was shown by experiments that the action of the alcohol vapor added at the gas works is effective still at a distance of three miles, that is, the alcohol vapor remains in the gas. The action of the alcohol vapor, however, is stopped, as soon as the gas has passed a wet gas meter. In the case of large establishments a small apparatus for evaporating alcohol can be provided behind the gas meter.

For practically carrying out this method a small evaporator of ordinary construction, heated by steam or a little gas flame is used, into which the alcohol from higher placed tank flows in a fine, instantly evaporating stream. The hot alcohol vapor is conducted through a little pipe into the gas main and at once absorbed by the gas.

In order to obtain the desired effect about five gr. of 95 per cent. denaturated alcohol must be added per one cbm. ; at very low temperature, about 10 or 20 degrees below zero, this amount must be increased by one or two gr. In most cases it is sufficient to commence with evaporating alcohol about half an hour before the street lamps are lit, while the addition of alcohol in the day time would appear to be necessary in exceptional cases only.

This method has been employed on a large scale last winter in the gas works at Dessau, where it has given excellent results. Its advantages must not be looked for in the saving of alcohol ; on the contrary, in most cases there is consumed more alcohol than in the old method, which aimed only at the removal of obstructions produced by freezing in. The great advantages of the new method are found in the saving of wages and above all in the entire removal of interruptions in the distribution of gas, which usually occur when most disagreeable, that is, in the winter, and which are apt to discredit gas lighting during the winter.

SHIPBUILDING IN 1895.

Complete returns of the shipbuilding of the United Kingdom and the world generally have been collated, and they show a small decrease upon the output of last year. The total reaches 1,296,248 tons, as against 1,307,644 in 1894. Taking Great Britain and Ireland alone, the output amounts to 1,144,442 tons, as compared with 1,106,981 tons last year—a distinct increase. There is an increase on the Clyde of 19,267, on the Tees of 18,271, at Hartlepool of 11,676, at Belfast of 3,915, and at the English minor ports of 312 tons. On the other hand, the Tyne shows a decrease of 24,586 tons, the Wear of 3,893, and the Humber, the Thames, the Mersey, the Forth, the Tay, and Dee all decreases of greater or less magnitude.

THE HORSESHOE RECORD.

Charles Arndt, a blacksmith at Sioux Falls, S.D., went against the world's record for turning horseshoes made by Bob Fitzsimmons, the pugilist, which is thirty shoes in 27½ minutes. The effort, says Minneapolis Journal, was made in the presence of a large crowd. He turned thirty shoes in 27 4-5 minutes, failing to equal the record by eighteen seconds. Arndt now says he is sure he can break the record, and has issued a challenge to the world for such a contest for any sum up to \$500. He has deposited \$100 in the State Banking and Trust Co. bank as a forfeit, to remain there for thirty days.

ARGENTINE'S GOLD IMPORTS AND EXPORTS.

The statement of imports and exports of the Argentine combined for the first nine months of the calendar year shows :

Countries.	1893. Gold.	1894. Gold.	1895. Gold.
United Kingdom.....	\$ 39,900,000	\$ 43,400,000	\$ 48,500,000
France.....	22,600,000	22,400,000	20,600,000
Germany.....	16,700,000	17,000,000	17,800,000
Belgium.....	16,200,000	17,500,000	18,300,000
Brazil.....	12,200,000	13,800,000	12,900,000
Italy.....	9,600,000	9,000,000	9,700,000
United States.....	7,800,000	10,000,000	12,100,000
Spain.....	3,700,000	3,000,000	2,800,000
Various.....	15,800,000	14,600,000	18,600,000
Total.....	\$141,500,000	\$150,700,000	\$161,300,000



Campbell Bros. celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N. B.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

TRADE CHAT.

MR. OVIDE CORBEILLE, hardware merchant, 189 191 Centre street, Montreal, has been asked to oppose Ald. L. A. Jacques in St. Gabriel ward, and has asked for a few days' delay before finally consenting to be a candidate.

The store and residence of G. E. Calkin, hardware, were burned in the big fire at Kentville, N.S., on the 12th inst. Insurance \$6,000

HARDWARE AND METAL is pleased to learn that Mr. T. H. Glendinning, hardware merchant, Sunderland, is recovering from his recent severe illness.

A corps of engineers have been at work at Lewiston and on the Canadian side of the river for two or three days, making surveys for the proposed new suspension railway bridge which is to span the gorge between Lewis' on and Queenston, Ont.

"The Montreal Lighterage Co., Ltd.," is applying for incorporation, with a capital stock of \$50,000, in 500 shares. The applicants are Messrs. William Strachan, merchant; William Mann, contractor; Henry C. Telfer, manager, and Frank H. Carlin, bookkeeper, all of Montreal, and Guillaume N. Ducharme, of St. Cunegonde.

Letters patent have been issued incorporating Reuben Cadwell Eldridge, John Alexander McRae and James Barry, contractors; Alexander Fraser, barrister-at-law, and Hubert Marian Eldridge, machinist, all of the town of Niagara Falls, as the Niagara Falls Metal Works Co., with a capital stock of \$95,000

A Port Hood correspondent writes: We are anxiously waiting the report (and the result that will follow), of a Mr. Fell, an English mining expert who visited this locality some weeks ago. He was specially sent out to investigate our coal deposits. He was accompanied by a Halifax capitalist, Mr. S. M. Brookfield.—Halifax Chronicle.

The death occurred on Friday of Mr. Thomas M. Croke, who for the past thirty years has been a resident of Oxford. He was a blacksmith by trade, and was highly respected and esteemed by all throughout his life. He leaves a wife and one son, who have the sympathy of the community. He was a native of Halifax.—Chronicle, Halifax.

Mr. and Mrs. Duncan Macarthur, of Winnipeg, visited Nelson, Rossland and Revelstoke this week. Mr. Macarthur is interested in the Revelstoke smelter. He thinks that the Government should continue the work of rip rapping the Columbia river at once. He was much gratified at the progress of the country since his last visit a year ago, and hopes to return in the spring. Mr. and Mrs. Macarthur left for Winnipeg via Spokane.—Nelson Miner.

Much interest is being taken in Bothwell in regard to oil at the present time. The

Gatling well will be in shape for pumping just as soon as all preparations can be completed. The drilling at the Crowell well has been going on steadily, and this well will be pumping in a very short time. The Moore Bros. have shut down their well in order to rebuild their tanks, which were leaking badly. They have now got them in good repair, and again running, the well producing a good supply of oil.

MENDING GRANITE WARE.

"Has there been anything published in The Metal Worker explaining how to solder granite ware, or stating whether it can be done with satisfactory results?" asks a correspondent of that paper, which furnishes the following answer:

"In The Metal Worker of October 7,

1893, one of our correspondents described a method of putting a new bottom on a granite iron saucepan. He cut off the old bottom with a chisel from the inside, then smoothed up the edges on a stake with a mallet, after which he chipped off with the sharp peen of a hammer enough enamel to make room for burring. In the process of turning the edge, the machine will chip off enough more enamel, so that it can be soldered on the inside with ease, using cut muriatic acid, after a new tin bottom has been put on in the usual way. Collins & Richards, of Cincinnati, O., make a cement for repairing agate ware, which they claim has given satisfactory results. It is described as a thick paste like putty, that can be easily applied and used on tin, copper and cast iron, as well as on agate ware."

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

SPRITE CYCLES
LEAD FOR LOW PRICES
QUALITY FINISH

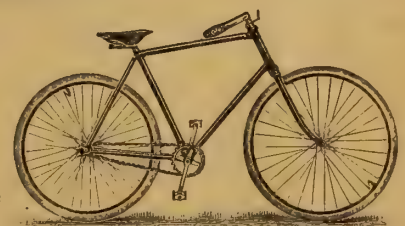
CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C

BRUSHES
R
U
S
H
E
S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

T A. GARLAND, general merchant, Portage la Prairie, has compromised with his creditors at 60c. on the dollar. The liabilities are about \$200,000, and the assets, nominally the same, consist of stock (\$40,000) and lands (\$160,000). The real estate is held in trust by Mr. J. K. Macdonald. Mr. Garland is one of the largest retail dealers in the Northwest.

C. Turgeon, general merchant, St. David, (Levis Co.) has assigned.

Robert J. Jukes, general merchant, Spring Hill, N. S., has assigned.

H. J. Mathewson, furniture, Arnprior, has assigned to J. W. Tierney.

J. N. Duguay, general merchant, Labaie, Que., has consented to assign.

Peter Sinclair, general merchant, Isaac's Habor, N. S., has assigned.

P. B. Coyne, general merchant, Portage du Fort, Que., has assigned.

A. F. Duclos, general merchant, Duclos, Que., is asking an extension.

Joseph Boujie, general merchant, St. Louis de Gonzague, has assigned.

W. D. McDougall, general merchant, Whycocomagh, N. S., has assigned.

Geo. Lefebvre has been appointed curator of J. F. Guay, electrical supplies, Quebec.

Joseph A. Desilets, hardware, Louiseville, Que., has assigned to Romeo Prevost & Co.

The stock of T. H. Carvell, general merchant, Hampton, has been seized under bill of sale.

E. A. Piche, general merchant, Drummondville, Que., has assigned to Kent & Turcotte.

R. Sleep & Co., general merchants, Seagrave, have been closed out under a chattel mortgage.

J. E. Summers, Winchester Township, general merchant, has assigned to W. L. Wallace.

E. O. Callaghan, general merchant, Cornwall, has suspended and is preparing a statement.

A. L. De Courvel, trader, Arthabaska, Que., is offering to compromise at 20c. on the dollar.

David Moreault, general merchant, St. Angele de Laval, Que., has assigned to Kent & Turcotte.

W. C. Ross, jr., general merchant, Hope-town, has called a meeting of his creditors for 25th inst.

David Ouellet, general merchant, Hebertville, Que., is offering to compromise at 30c. on the dollar.

J. B. Gould & Co., general store, Havelock, have effected a compromise with their creditors at 65c. on the dollar cash. The firm recently claimed a surplus of \$3,000.

Just before the settlement Gould & Co. sold their entire stock to S. Barfoot, of Newcastle.

J. B. Gould & Co., general merchants, Havelock, are offering to compromise at 65c. on the dollar.

Kelley & Murphy, carriage makers, St. John, N.B., are offering to compromise at 20c. on the dollar.

B. L. & T. Vipond, coal and wood merchants, Montreal, have assigned, with liabilities of \$45,000.

Joseph Bougie, general merchant, St. Louis de Gonzague, Que., will meet his creditors on the 20th inst.

J. H. Ross & Son, general merchants, Iroquois, have assigned to Sheriff McIntyre, and a meeting of creditors will be held on the 22nd inst.

Hart Bros., of Castleton, general storekeepers, have assigned to W. A. Campbell. The liabilities are placed at \$3,000, with assets nominally the same.

W. H. Smith, general merchant, Oakville, has assigned to Thomas Howarth, banker of the same place. A meeting of the creditors has been called for the 28th.

B. S. Moorehouse, general merchant, of Newbury, has assigned to Henry Barber & Co. The liabilities are estimated at \$5,400. A meeting of creditors has been called for the 22nd.

John Graham, Charles McLean and Donald Munro have been appointed trustees of the estate of Wm. Gibson, general merchant, Benton, N. B., under the Absconding Debtors' Act.

CHANGES.

Benjamin Files, painter, Enterprise, has sold out.

James W. Paul, blacksmith, Douglas, has removed to Kallaloe.

Wm. Andrews, blacksmith, Cobden, has removed from that place.

W. Glendinneng, Jr., stoves, etc., is beginning business in Montreal.

D. Manchester, general merchant, Huntley, has sold out to T. Cathcart.

The Aylmer Heating and Roofing Co. have sold out to G. & W. Moore.

M. Schroeder, general merchant, Chesley, has been succeeded by W. Schroeder.

E. G. Plow & Co., hardware, Arnprior, have been succeeded by Samuel Douglass.

Huston & Co., general merchants, Glencoe, have been succeeded by A. Finlayson.

C. B. Gordon, general merchant, Manitou, Man., has been succeeded by the Donaldson Trading Co.

W. Dunne is beginning business in Douglas, Ont., as blacksmith. Francis Bros. are starting a harness business in the same place.

SALES MADE AND PENDING.

J. C. Price, general merchant, Wheatley, is advertising business for sale.

N. Cressman & Co., general merchants, Baden, Ont., are advertising business for sale.

The general stock of L. Paquette, Wind-sor Mills, Que., has been sold at 51c. on the dollar.

The general stock of M. A. Guillmette, St. Clotilde de Horton, Que., has been sold at 56c. on the dollar.

The stock of McTavish & Co., furniture manufacturers, Wingham, is to be sold by auction on the 29th.

The stock of A. Jeffrey & Sons, the insolvent wholesale carriage hardware merchants, of Toronto, is to be sold by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

J. S. Cowan & Co., hardware, Montreal, are dissolving.

Pauze & Lamouche, hardware, Montreal, have dissolved.

McCollum & Hall, furniture, Hamilton, have dissolved.

The Cycle Wood Rim Mfg. Co., of Toronto, have dissolved.

Papineau & Tellier, general jobbers, Montreal, have dissolved.

Joseph Daoust, general merchant, Vendome, Que., has assigned.

Hill & Forbes, wholesale and retail paints, Montreal, have dissolved. Alfred T. Forbes retires.

Durant & Beckstead, general merchants, Chesterville, have dissolved. M. Durant continues.

A new co-partnership has been registered by John MacDougall, Caledonian Iron Works, Montreal.

James Rutherford and Stuart C. Durand have registered to carry on business in Montreal as tea merchants under the style of Rutherford, Durand & Co.

A partnership has been registered in Montreal by James W. Pyke, as general partner, and Thomas Prosser, as special partner for \$36,000, to Jan. 1, 1899, under the style of J. W. Pyke & Co., dealers in metals.

DEATHS.

Geo. Middlemas, sr., general merchant, Caledonia Corner, N.S., is dead.

The public will not be kept much longer in suspense regarding the details of the Hudson Bay canal scheme. Col. Scoble is in Winnipeg promoting his application for a charter, but progress is slow owing to the disturbed condition of the Government. However, he has no reason to fear that he will not be successful.

BLAIKLOCK BROTHERS

Customs Brokers
Forwarders
Warehousemen

41 Common St. - Montreal

Correspondence Solicited.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.



Thos. Forrester, 298 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.

FOR IRON FENCING BANK AND OFFICE RAILINGS

and all kinds
of Iron and Wire
Work, address

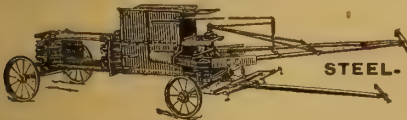


**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

DEREDICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



"Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand."

Manufactured by ROYD & CO., Huntingdon, Q.

NONE BETTER

Our large capacity and heavy production enables us to turn out at closer prices probably than any other

The Celebrated

UNICORN MIXED PAINTS

Everybody knows the quality is O.K. and the price is **just right**.

Many New Colors added this Season.

A. RAMSAY & SON, - Montreal
MANUFACTURERS



Alexander Works

White Enamelled inside, red japanned outside, and finely decorated

Meat Cutters

New stock just in.

FROTHINGHAM & WORKMAN
Montreal

"DAYTON" BICYCLES.

OF the American firms represented at the National Show, none had a more attractive or interesting display than those shown by the European depot of the Vertical Feed Sewing Machine Co., whose London address is 24 Aldersgate street, but the American factory is situated at Dayton, Ohio, U.S.A. We made a very close and critical examination of the Dayton cycles during the week, and were impressed with the principles of construction more than with any other American machines we have seen. In design they closely resemble the patterns of our best English makes, and the details are most carefully worked out, while the workmanship and general finish left nothing to be desired. It is evident that these machines have been designed and built by men who are well versed in the fine arts of cycle mechanism. The model A high frame is a charming specimen of the modern light roadster, while model B is equally high-class in its construction, but with a lower frame to suit short riders. A perfect model of a speed instrument is the "Dayton" path-racer, splendidly balanced and weighing but from 18 to 20 lbs. The ladies' machines have been very thoughtfully constructed with the popular drop pattern frame, and model D is a curved frame with which we were impressed. Numerous special features are introduced into the "Dayton" cycles, the chief of which is a wonderfully simple yet effective adjustable handle bar, which works on a cone, fitting into the steering pillar. Another real good thing is a combined chain wheel and crank, which dispenses with all loose cotters and pins, and ensures a more rigid adjustment. The sprocket wheel can be removed in an instant without removing crank and pedal. Other good points are combined in the "Dayton" cycles, which can be best realized by a perusal of the company's price list.—Bicycling News, London, Eng.

A BOOT AND SHOE DEPARTMENT.

Passing through one of the suburbs of London the other day, writes "Vulcan" in Ironmonger, I noticed that an ironmonger—who had a good china and glass window, I may say—had just started a boot and shoe department, with a corner window exclusively devoted to it, and a big board inside the shop bearing an appropriate announcement. I know ironmongers in Ireland, the west of England, and Wales, who sell pretty nearly everything, but I only know two or three outside of those parts who go in solidly for boots and shoes. What is more, I am told by "legitimate" booters and shoe-ers, that the late rise in leather has rendered it very difficult to get a living out of the trade. I hope my ironmonger friend will be successful in his new departure.

"A friend in need is a friend indeed." B. F. P. cough drops are friends of all who are in need of a pleasant and efficacious remedy for any throat trouble.

1875. COVERT'S 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

Hub Boring Machine

Bechtel's
Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.



WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Jan. 17, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag--		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X.,	6 50	
I.X.X.,	7 75	
R. & Co.,		
I.C.,	5 25	
I.X.,	6 50	
I.X.X.,	7 70	
Raven & P. D. Grades--		
I.C., usual sizes	3 75	4 00
I.X.,	4 75	5 00
I.X.X.,	5 75	6 00
I.X.X.,	6 75	7 00
D.C., 12½x17	3 50	4 75
D.X.,	4 50	5 75
D.X.X.,	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3
Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs		
14x60,	0 06	0 06¾
14x65,		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06	0 06
28 "	0 07¼	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price,	
Refined	1 70	
Horse Shoe	2 35	2 65
Band	2 60	2 75
Hoop	2 20	2 20
Swedish	4 00	4 25
Sleigh Shoe Steel	2 50	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 11
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

½-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

½-inch	2 45	
1-inch	2 35	
¾ " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull		2 40
Half polished	2 50	
All bright		3 00

Iron Pipe.

Wrought, ¼, ⅜, 57½ p.c.; ½ to 1½ in. 65 and 10
1½ to 2 in. 70 p.c.
(Galvanized, 50 p.c.)
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb.	0 04½	0 04¾
26 gauge,	0 04¾	0 05
28 "	0 05	0 05¼
16 to 24 gauge, per lb.	0 04	0 04¼
26 gauge,	0 04¼	0 04½
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
16 "	4 75	
16 "	4 00	
16 "	3 75	
16 "	3 35	
16 "	2 95	
16 "	2 85	
16 "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per		
doz. yards	0 13	0 50
Jack chain, double, per doz.		
yards	0 15	
Jack chain, brass, single, per		
doz. yards	0 20	10

Copper.

English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square		
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16		
oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16		
oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48		
and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
35 to 45 "	0 15	0 15½
50 lb. and above,	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
27 to 30 "	0 21	0 23
30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾

NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard	0 12½	0 13
Wire	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil,	Per cwt.	
25 lb. tins	\$4 75	
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros. Genuine	6 00	
Decorative	5 75	
No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto,		
James' genuine	5 75	
No. 1	5 25	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 05
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per		
cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls.		
per cwt	2 75	
Yellow Ochre (Royal), per		
cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
Umber,	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan	1 20	
Pure Orange Shellac	2 10	
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

(In bbls.)

Raw, per gal	0 53	0 56
Boiled, per gal	0 56	0 59

Turpentine.

(In bbls.)

-Barrel lots	0 40	0 41
--------------------	------	------

Castor Oil.

Best, per lb	0 06½	0 07½
--------------------	-------	-------

Cod Oil.

Cod Oil, per gal	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09
Liquid Glue—F. LePage's, discount 20 to 25		
per cent off list; Munn's, discount 25 to		
30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list. Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Amer.		
Central Fire Cartridges, pistol sizes, Dom.		
30 per cent.		
Central Fire Cartridges, Sporting and Mil-		
itary, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer.,		
net list. B. B. Caps, discount 45 per cent.,		
Amer.		
Loaded and empty Shells, "Trap" and		
"Dominion" grades, 25 per cent.		

Shot.

Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb	per lb	
bags	1 00	
Best thick brown or grey felt wads, in		
½ lb. bags	0 70	
Best thick white card wads, in boxes		
of 500 each, 12 and smaller gauges		
Best thick white card wads, in boxes		
of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes		
of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000		
each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000		
each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000		
each, 8 gauge	0 2	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M.
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings, discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised	1	
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
Peterboro, discount 50 per cent.		
Cow.		
American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.	00	5 00
House.		
American, per lb	0 35	0 40

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
--------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 75 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis. 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 70 per cent.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.		
cent. from stock, 65 and 5 per cent.		

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
------------	--	--

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz	0 30	0 60
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis. Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount.		
Amer. list,		
Nicholson's, dis. Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis. Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis. Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis. Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 52½ and 7½ per cent., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
------------------------	--	--

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond.	Per 100 ft.
2 10	4 33
	4 70
	5 30
	6 00
	6 93
	7 92
	9 20
	10 75
	12 65
	14 85
	17 00

KNIVES.

Clauss, bread, cake, and paring knives, 75.00 doz. sets nett, to 10 per cent.
 Hay knives, spear point, L or T handle, 60 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 35
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.

PADLOCKS.

English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 50
 40 dy. 2 55
 30 dy. 2 60
 20, 16, and 12 dy. 2 65
 10 dy. 2 70
 8 and 9 dy. 2 75
 6 and 7 dy. 2 90

2. American pattern only—
 From 4 to 5 dy. 3 10
 3 dy (lath) 3 50

3. Canada pattern only—
 From 4 to 5 dy. 3 00
 3 dy (lath) 3 40
 3 dy, A.P. fine. 4 10
 Car lots 10c. less.

4. Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kg or more.
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
 Carbon safety " 0 18 0 19
 Canada w. w. " 0 18 0 19
 American w. w. " 0 00 0 20½
 S. r. seal, per gal 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.
 Wood, fancy Canadian or American, 37½ to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

S. R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinnners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
 Copper rivets, dis. 45 per cent.
 Iron " dis. 55 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron, 50 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9 ¼
4, 5-16, ¾ in.	7 ½	9 ¼
Cotton	15	17
Russia Deep Sea	90	13
Jute	6 ¼	7 ½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempshells, dis. 40, 42½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 10, 12½ p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Disston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
 " R. H., " dis. 72½ p.c.
 " F. H., brass, dis. 75 p.c.
 " R. H., " dis. 70 p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappanned, 80 p.c.
 N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 jappanned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme " 3 00 5 00
 Lock, Andrews. 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 80 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 70 and 10 p.c. rev. list.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLES).

Stovepipe varnish, enamelled cans, per doz. 1 75
 No. 1 stove paste, per gross. 9 00
 No. 2 " 4 80

STONE.

Washita, per lb.	0 28	0 50
Hindostan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Seythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue. 66½
 Trunk tacks, black. 60
 " tinned. 66½
 B.B.B. iron carpet, blue. 60
 " tinned. 66½
 B.B.B. iron carpet, bright or blued (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk). 50
 " (in dozens, 1 to 6 oz.). 45
 " (in dozens, 8 to 24 oz.). 30
 " ¼ weights. 40
 " tinned. 45
 Swedes, cut tacks, genuine; blued and tinned. 52½
 Swedes, upholsterers', genuine. 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66½
 Swedes, carpet, rimp, lace brush, blued and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails. 60
 Leather carpet tacks. 30
 Trunk nails, black and tinned. 65
 Clout nails. 66½
 Cigar box nails. 45
 Lining nails in papers. 10
 " in bulk. 15
 " solid heads, in bulk. 42½
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather. 5 50 9 75
 Chesterman's, each. 0 90 2 85
 " steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
 Jappanned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's. 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each. 2 00 4 50
 Coach, each. 6 00 7 00
 " Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c.
 f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05½ 0 06
 Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart. 0 03½
 Galvanized, 4 barb, 4 and 6 inches apart. 0 03½
 Galvanized, plain twist, all del'd. 0 03
 " Lock Barb, 4 point. 0 00
 " Glidden, 2 point. 0 00
 Galvanized Barb, "Lyman," 2 to 4 points. 0 00
 Steel Staples. 0 00 0 23½
 Terms, 60 days, or 2 per cent. in 30 days.
 Freight prepaid on lots of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 60

WRENCHES.

Acme. 35 to 37½ per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32½ to 35 per cent.
 Diamond, dis. 33½ to 35 per cent.
 Towers' Engineer, each. 2 00 3 00
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 5 00 6 00
 Burrell's Pipe, each. 3 40
 Pocket, per doz. 1 25

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,

Executive Offices · Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.
MONTREAL

**NORTHERN
ASSURANCE COMPANY**

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

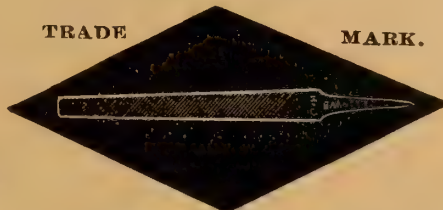
G. E. MOBERLEY, Inspector.

**BLACK
DIAMOND**

TRADE

MARK.

**FILE
WORKS**



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

**Roll
Paper
Cutters**

Sizes from 4 inches to
60 inches in width.

The E. B. EDDY CUTTER recommends itself by its simplicity of construction. Nothing to "give way"—Just a blade and a place to hang the roll of paper—It cuts—and it cuts well.

TORONTO BRANCH

38 Front St. West.

The E. B. EDDY CO., Ltd.

HULL, CANADA

The

JAMES ROBERTSON CO.

TORONTO

Limited

MANUFACTURERS

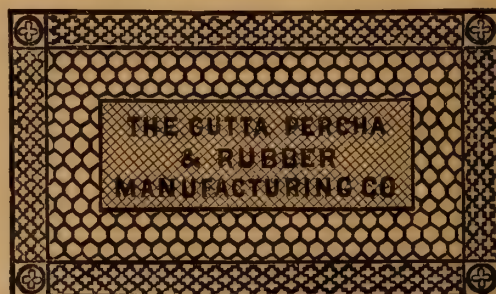
<u>WHITE LEAD</u>	Every Quality.
<u>DRY COLORS</u>	Finest Quality of Every Kind.
<u>MIXED PAINTS</u>	Most Popular on the Market.
<u>DIPPING PAINTS</u>	Guaranteed Satisfaction.
<u>COACH COLORS</u>	Ground in Japan, Gold Size or Varnish.
<u>ENAMELS</u>	Furniture, Bath Tub and Bicycle.
<u>VARNISHES</u>	Celebrated "Monarch" Brand.
<u>COLORS</u>	In Oil, Japan, Distemper, Etc.
<u>FILLERS</u>	Iron and Wood.
<u>TUBE COLORS, STAINS</u>	We make a specialty of ageing our White Lead before shipment.
<u>SHELLACS, PUTTY, ETC.</u>	

We are always pleased to furnish Catalogues, Advertising Matter, Samples and other information upon application.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

SKATES


STOCK IS STILL COMPLETE IN

GENUINE ACME

NOS. 3, 5, 7, 10, ALSO

STARR HOCKEY

NOS. 5, 7, 10

 We keep, as well, a full line of Fixtures for Acmes.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

... TORONTO

CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, JANUARY 25, 1896.

No. 4.



MAGNOLIA METAL



— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

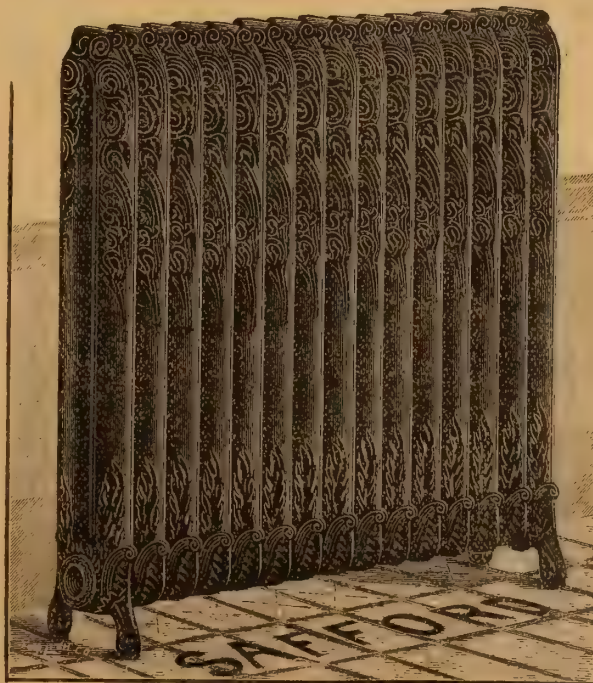
WHAT WE SAY WE DO, WE DO DO.

"Safford" Patent Radiators

FOR HOT WATER AND
STEAM

HEATING

THE ONLY RADIATOR MADE
WITHOUT
BOLTS OR PACKING.



The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . .

Fine Builders'
Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

Our
New
Building
Is . .
Now
Ready



NEW ADDRESS

125 and 127 Queen Street
East . . .

**TORONTO STEEL-CLAD BATH
AND METAL CO. LTD.**

123 QUEEN ST. EAST

TORONTO, CAN.

YOU WANT OUR _____

*Factory
Milk Can
Trimmings*



THEY ARE MADE TO STAND THE WEAR AND TEAR

THE TRADE ENDORSE THEM

THE PEOPLE USE THEM

YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, JANUARY 25, 1896

No. 4

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - 146 St. James St.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

IRON AND STEEL PRODUCTION IN CANADA.

ANYTHING appertaining to the iron industry in this country is interesting, from the very fact that we are ambitious to become a great iron producing people.

In view of this fact the returns which have within the last few days been brought down by the Dominion Government, regarding the bounties paid on pig iron and on steel, will be perused with interest.

For the manufacture of both these articles the Government grants a bounty of two dollars per ton. Consequently the amount of bounty paid reveals the quantities produced.

The Act providing for these bounties was passed in 1894, and stipulates that the bounty shall be paid on pig iron made from domestic ore, and on steel billets made from domestic pig.

These bounties are applicable till March 26, 1899, in case of furnaces that were in operation on March 27, 1894, and in case of furnaces commencing operations subsequently to the latter date, but before March 27, 1899, for five years from the date of commencing.

The returns submitted a few days ago to the House of Commons show that the quantity of pig iron produced in the country from April 4, 1895, to January 9, 1896, aggregated 36,344 tons, upon which a bounty of \$72,688 was paid. The furnaces and the quantity produced by each were as follows: Canada Iron Furnace Company, 4,920 tons;

John McDougall & Co., Drummondville, P. Q., 629 tons; Londonderry Iron Company, 14,530 tons; Nova Scotia Steel Company, 16,263 tons.

This is not as good a showing as for the fiscal year ending June 30, 1894, the production during that period aggregating 62,522 tons, or 45.4 per cent. of our total consumption. But the decline in last year's output is not altogether surprising when the character of the American competition during 1894 and part of 1895 is remembered.

United States pig iron was laid down at Ontario points about twelve months ago as low as \$10.75, cost and freight, while it went as far east as Montreal and crowded the home product out. And all the iron bought during the low prices had not been delivered up to at least a short time ago. Rather than attempt to compete with such unprofitable figures, the natural tendency would be to curtail production in Canada. Then, again, there was the quietness of our iron consuming factories, which was made all the more pronounced on account of the unparalleled low prices at which finished iron products of the United States were sent into this country.

Now that Canadian pig iron has the home market more to itself, while another blast furnace has been added to the list, we may expect an increased production of the home article at no distant time.

The production of steel billets is more gratifying than the production of pig iron. According to the return in question the quantity of steel billets produced in the country aggregated 36,344 tons, the bounty on which was \$72,688. One firm alone, the Nova Scotia Steel Co., of Pictou, N.S., contributed about 72 per cent. of the whole, its output being 26,419 tons. Quantities made by other firms were: Canada Iron Furnace Co., Three Rivers, 4,920 tons; John McDougall & Co., Drummondville, Que., 629 tons; Londonderry Iron Co., Acadia Mines, N.S., 14,530 tons; Nova Scotia Steel Co., Ferrona, N.S., 16,263 tons.

The figures in the Statistical Year Book regarding the production of steel in Canada during the fiscal year 1894 are somewhat confusing. In paragraph 875 we read: "The quantity of steel produced in Canada

during the fiscal year ended June 30, 1894, was 17,032 net tons," while, according to paragraph 885, under the heading, "The World's Production of Iron and Steel," the Dominion is credited with making 28,767 tons of steel during 1894. But whichever figures may be correct, Canada's output of steel in 1895 shows a substantial increase compared with the previous year.

IMITATING CANADIAN-MADE COW TIES.

ONE of the best evidences of the good quality of an article is advanced when competitors essay to imitate it. But true and all as this is, no manufacturer is gratified when he beholds the labor of his brains and hands appropriated by others, and particularly when the avowed object is to get his business as well as steal his ideas.

HARDWARE AND METAL has been led to make these remarks from the discovery of the fact that some foreign manufacturers are putting a cow tie on the market in imitation of the tie manufactured by the B. Greening Wire Co., of Hamilton, Ont.

The high quality of efficiency possessed by the Greening tie was only obtained after considerable experiment, which entailed the expenditure of much time and money, and it is naturally the subject of much annoyance to this firm to discover that unscrupulous foreign competitors are stealing its thunder, as it were.

The trade throughout the country should keep its eye open for the counterfeit tie and refuse to handle it. Canadians love justice, and they should not forget to exercise it in matters of this kind.

PARIS GREEN PRICES WITHDRAWN.

Manufacturers and jobbers sent out notices this week that prices on paris green are open only from day to day. This means that an advance is probable at any moment, and sellers, though they are accepting orders for immediate shipment on last week's basis, have refused in every case to book ahead for any quantity.

The continued stringency in the chemical market on arsenic is, as we have noted, the

main reason for the strong tone. In fact, advices from New York this week, to Montreal firms, stated that not only were American makers withdrawing quotations, but they were actually trying to buy up stocks of paris green where they could find sellers willing to realize.

CANNOT GIVE A QUOTATION ON NICKEL.

A FOREIGNER desiring a quotation on nickel would naturally be expected to send to Canada for it. Canada is richer in nickel than any other country in the world.

Although the development is of recent years, and is only carried on in a small scale, yet we contribute about one-half to the world's total output. The quantity exported from Canada last year aggregated 8,042,586 pounds, valued all told at \$599,568, but this included ore, matte or speiss. Of this, all but 490,061 lbs. went to the United States. The rest went to Great Britain.

And notwithstanding Canada's position as a nickel producing country, not even a quotation can be procured here. This has been exemplified during the past week.

A firm in Toronto received a cable a few days ago from the German Government asking for a quotation on 200 tons of nickel matte. The recipient of the cable has telegraphed and written to every possible source from which it was thought the desideratum could be obtained, and yet up to the time of going to press it has not been forthcoming. The nearest satisfaction he could get was when one of the Sudbury mines referred him to its New York office.

The fact of the matter is that the owners of the mines in operation want the matte they produce for their own works in the United States and have none to sell. At least this is what it looks like.

It may be interesting in this connection to note that the amount of fine nickel in the matte produced and shipped from the Sudbury mines in 1891 was 4,626,627 pounds valued at 60c. per pound; in 1892, 2,413,717 pounds valued at 58c. per pound; in 1893, 3,992,982 pounds valued at 52c. per pound; in 1894, 4,907,430 pounds valued at 42c. per pound. As already pointed out, we last year exported 8,042,586 tons of ore and matte, all told.

The world's production of metallic nickel from 1840 to 1860 was about 100 to 250 tons annually; from 1860 to 1870, 600 to 700 tons annually; from 1870 to 1889, 1,500 tons annually; 1890, 2,000 tons. The estimate for 1894 was 5,000 tons.

The decline in the price of nickel has been phenomenal. Twenty years ago it was quoted as high as \$6 to \$7 per pound. Five years ago it was down to 65c., and to day it is

quoted on the New York market at 23 to 37c. per pound.

Six years ago when the Ontario Mining Commission was making its investigation of the mines in that province, one of those examined was the manager of the Canadian Copper Co., and his reference to nickel is worth reproducing. He said: "The present price of nickel is 65c. per lb., and I consider the price high, and think if it were 25 or 30c., it would be much more used. The total annual amount now used in the world does not exceed 1,000 tons, and that is principally used for plating, and I think we will be able to sell it with a handsome profit at 25 or 30c."

Since then not only has the price dropped to the neighborhood of 25 to 30c., but greater possibilities have been opened up for the use of nickel. But the trouble is that in Canada we have not a smelter for the purpose of doing our own refining. Neither it seems can we get a quotation, but have to seek it in a foreign country.

THE "CUT" IN LINSEED OIL.

The warfare among the Toronto jobbers regarding linseed oil has not abated any. The price, however, has not been further reduced, simply perhaps because it cannot be made lower except at an actual loss.

A feature of the situation, too, is that the extremely low figures of 49c. for raw, and 52c. for boiled are, as far as HARDWARE AND METAL can learn, still being quoted by one firm. Other houses claim that 51 to 52c. are their figures for raw and 53 to 54c. for boiled, or one cent per gallon less in some cases.

How long these conditions will obtain it is difficult to say. Those who assert that they are keeping the price up declare that they will not be a party to any association or agreement to fix prices, if that is the object sought by those who are accepting the lower figures.

In the meantime the retailer is getting the benefit of the cutting in price.

SANITARY EARTHENWARE DEARER.

There are only two firms in Canada making sanitary earthenware, but the number has been sufficient to create a competition so keen that prices had been worked down to a point where business was unprofitable.

This unsatisfactory way of doing business is now a thing of the past; the two manufacturers have buried the hatchet and formed an association, with R. & T. Jenkins, of Toronto, as secretary.

A concomitant of the association is an advance in the price of sanitary earthenware.

The new list has not yet been issued, but HARDWARE AND METAL is given to understand that the advance will be material, as

it is claimed that former figures were only about equal to the cost of the raw material.

Both the firms forming the association are located in St. John's, Quebec.

LOW OFFERS ON TIN PLATE.

Advices from primary markets state that tin plates have sold down to the lowest point on record, during the past ten days sales of excellent coke being noted on account of Montreal importers as low as 9s. 6d. per box, f.o.b. at Welsh ports. Good charcoal is offered freely at 1s. per box more.

Despite these low offers the bookings so far noted for import have been small. Buyers are not in a hurry, but whether they will gain anything by holding off is difficult to say.

The fact remains that business for import, both in tin and galvanized plate, is light.

AFTER THE DEPARTMENT STORES.

The departmental store is still being agitated against in Montreal.

The latest organization to take up the battle against them is "The Retail Dry Goods Merchants' Society."

At a meeting held last week, that body discussed the advisability of asking the Corporation to impose a tax on each variety of goods carried in the department stores. It was the general opinion that some measure should be adopted to break up the existing monopoly which they declared several large establishments now possessed. It was considered a great injustice to the smaller retail stores. It was stated that in the larger cities of the United States, such as Chicago and New York, a special tax was levied on these department stores.

It was decided to appoint a committee to consider the matter and make a report. The following gentlemen were named: Dry goods, Mr. C. P. Chagnon; grocers, Mr. Ovide Corbeil; boots and shoes, T. L. O'Brien; proprietors, Messrs. Patrick Wright, Ald. J. R. Savignac, L. E. Beauchamp, Arthur Gagnon; toys and fancy goods, J. D. Couture; druggists, S. Lachance; tobacco, T. Martineau; journalists, S. Cote.

CHANGE IN FREIGHTS.

By a new agreement between Canadian railway freight agents regarding parcels known as "smalls," the business of the express companies is likely to be considerably increased.

For instance, parcels heretofore delivered by freight for 35c. will now cost 45c. if called for by the company's carter, and if called for here and delivered, say Peterboro', the charge will be 55c.

As the express company collects and delivers parcels free, the saving will be apparent and real.

THE CANADIAN PIG IRON INDUSTRY.

BY GEORGE E. THURMOND, MONTREAL.

TO review the young and growing Canadian iron industry, without "taking stock" of rival markets, is an impossibility in these days of close competition. The American iron masters especially must be reckoned with, for they have succeeded in displacing the iron and steel producers of Great Britain in the Canadian market, and have now narrowed down the fight for supremacy to a question of the product of American labor as against the product of Canadian labor. The British iron masters frankly admit that they are out of the fight in so far as the trade of Western Canada is concerned. The splendid equipment of the American furnaces, together with their close proximity to the Canadian market, puts the Scotch and English furnacemen at a great disadvantage, and it is an acknowledged fact, that the competition for the iron trade of Canada must now and for the future be solely and alone between American and Canadian producers. It has been said that our neighbors to the south "want the earth," and if one is to judge by the opinion of so eminent an American authority as Mr. Andrew Carnegie, it would seem that in so far as the Canadian iron market is concerned they imagine they have it. Mr. Carnegie in a glowing article, recently contributed to the 40th anniversary number of *The Iron Age*, in writing of the iron producers of the United States, of which body he may well be termed "king," says, they "have become the largest and best disciplined and most effective army of iron masters in the world. They have wrested their home market from the grasp of the foreigner, they supply the Canadian market upon equal terms with him, and are beginning to conquer territory which never before was theirs."

The "foreigner" referred to so aggressively by Mr. Carnegie is the British iron master, for no other competitor of consequence, aside from the Canadian, ever fought for the iron trade of these British North American provinces. It is quite true that the British makers have been driven out of the greatest and most desirable portion of this market, and they have been driven out, to a large extent, by American makers. In that Mr. Carnegie is right. Our Canadian ocean steamship owners can bear testimony to this by the consequent loss of tonnage for their steamers plying between British and Canadian ports. The British iron master has passed away, probably never to be reinstated, in so far as the Western Canadian market (the greatest we possess) is concerned, but Mr. Carnegie is mistaken if he imagines that American iron masters are left in sole possession of the field. If he will glance at the statistics of the imports of pig iron into Can-

ada vs. the domestic production for the fiscal year ending 1893-4, he will be convinced that Canadian made pig iron is making a steady and sure headway. Quoting from a late number of *The Canadian Manufacturer*, in which figures taken from official sources are given, the increase of output from Canadian furnaces for the fiscal year ending June, 1894, was 200 per cent. over that of the fiscal year ending June, 1891, (three years). Eighteen hundred and ninety-three and ninety-four marked an epoch in the history of the Canadian iron industry, because the domestic production for that year, 62,522 tons, meant that Canadian workmen were producing, from purely Canadian material, 58 per cent. of all the pig iron consumed in the country.

The official statistical year book gives the percentage of home-produced iron to the total consumed as 45.4 per cent., but this is incorrect, inasmuch as the imports group together the following material: pig iron, iron Kentledge, scrap iron and steel, giving the total as 75,275 tons. The total quantity of pig iron imported for that year was 45,282 tons, the Canadian iron exceeding the importations by 17,240 tons. The statistics down to the close of the last fiscal year, June 1895, will show (the ebb and flow of trade being allowed for) a proportionate steady advance, and this will still be more marked in the coming year, when it is probable that the output of the new coke furnace at Hamilton, Ont., will be sufficiently large to replace what is now imported from the U.S., and to a very large extent may be calculated upon to do so.

The value of the pig iron production of 1893-4 was \$965,968.77, and when it is considered that almost nine-tenths of this has been paid out for labor to Canadian workmen the value of the industry will perhaps be better appreciated.

A continued encouragement of the industry will mean that Canadian pig iron will yet form a base for many articles of finished iron and steel not now produced in this country. It has been well said that the production of pig iron is one of the best tests of a country's metallurgical greatness. This has been particularly true of Great Britain and the U.S. If so, then, the statistics referred to above evidence the fact that Canada is on the "right track." The Dominion may rank low as yet in the scale of iron-producing countries, but she is on record along with such nations as Great Britain, the United States, Germany, France, Sweden, Russia, Austria and Spain; and the Canadian percentage of the world's output, though small, is steadily increasing, and must increase, if the industry is encouraged as the circumstances of the case demand.

THE AMERICAN TRADE.

The year 1895 has been one of surprises. As one authority puts it, "1895 iron trade was like a sandwich, the meat, or best part of it, was in the middle." Opened badly, surprisingly good during the summer and autumn months, and suprisingly bad at the close. On the whole, however, a year fairly prosperous, and with few, if any, failures of importance attending its operations. In this respect an improvement on 1894 and a marked contrast to 1893.

As an evidence of the great fluctuation of price during the year, Bessemer pig iron was quoted at \$10 at Pittsburgh, equal to \$9.35 at Valley furnace in the early part of the year. Later on in the season this iron went up to \$17.50 at Pittsburgh, but receded again before the close of the year to \$11 per ton. On some lines of finished goods the prices advanced fully 100 per cent., but again receded. While the actual figures of the output of pig iron in the United States to the close of the year have not yet been compiled, it will aggregate almost, if not quite, 9,500,000 tons, and 1896 opens with the enormous output of almost one million tons of pig iron a month, and with but a very light demand for steel and finished material. This would not seem to be an encouraging position of affairs, yet it is safe to say that the actual conditions are quite as favorable as they were along in the summer and autumn of last year, when buyers were "tumbling over one another" in their anxiety to get orders filled. The great railways and other large corporations have not by any means supplied their legitimate wants. Speculators have "rushed" the market during 1895, and are carrying stocks to-day which were purchased at fairly high prices. The legitimate buyers, at least the larger ones, notably among the railways, have held back, but they must come into the market sooner or later, and there is good ground for believing that even the present immense output will not be, at least for some little time to come, too great for the legitimate demands of the country, when the unsettling war scare, combined with the drawbacks of a Presidential year, have permitted trade to settle down into ordinary grooves.

Natural conditions will all tend, more or less, to keep prices steady through the coming year. With advanced prices on ore and coke Bessemer pig cannot be made for \$10, or anything like it. Labor is 30 per cent. higher than it was a year ago, and it is now costing more to make iron than it did last season. It is therefore probable that the present low prices are more or less temporary.

The *New York Journal of Commerce* says that the ore shipments of the lakes have been about one-third greater than the previous year, and they have exceeded by more than 10 per cent. the shipments of the banner year, 1892. A significant feature is that

ever since 1892 a surplus of about two and one-half million tons of ore has been lying on the docks, while now the supplies are down to a point that there are fears of an ore famine, and prices have advanced accordingly. The Mesaba mines commenced shipping in 1892, but the amount that year was nominal. In 1893 there was a considerable shipment, and this was tripled in 1894, but the shipment of 4,000,000 tons in 1895 has a good deal more than doubled the shipments of the previous year. It is notable that at the beginning of last season only 10 mines in the Mesaba range contemplated making shipments, but at the close of the year 22 mines were in operation, and a dozen more are making arrangements to ship as soon as spring opens. While it is apparent to outsiders that there will be sufficient ore for all practical purposes, still the conditions point to the price of ore being well maintained throughout 1896.

GREAT BRITAIN.

It is too early yet to give full returns of the British output for 1895. The production of pig iron, however, for the first half of 1895, was 3,721,870 tons, which is at the rate of 7,443,740 gross tons, against a production in 1894 of 7,427,342 tons. It will be seen that the output in the U.S. shows a steady and marked increase over that of the rival market, Great Britain.

In marked contrast with the excited fluctuations of the American iron market during the past year, the course of Scotch pig iron has been of an extremely placid and uneventful description. Opening at 41s. 7d. with a quiet market, Scotch Warrants closed at the end of 1895 at 45s. 7d., without any special feature of interest.

The price at which they opened at the beginning of the year was very low, and the market gradually recovered during the spring and early summer, until in the month of September, when the American boom was at its height, they reached the high figure of 48s. 10d., which, however, was maintained for only a short time. Prices then began to settle again, and they continued gradually to recede until the close of the year, when 45s. 7d., as we have stated, was the ruling price. It was expected at one time during the course of the year that the Scotch and English markets would follow the lead of the American, but the collapse of the boom on this side of the Atlantic effectually stopped this.

Another incident happened to further depress the buoyant feeling which was prevalent in Scotland during the month of September, and that was the unfortunate trouble that arose in the ship-building yards on the Clyde, and also at Belfast and in England, in connection with the wages of the ship-building hands. A large quantity of tonnage was placed in the latter part of 1895, and it was expected that the Scotch and English

ship-building yards would be fully employed, and the demand for steel would thus be considerably increased. The disputes, however, between the ship-builders and their employes has undoubtedly sent a large quantity of this tonnage to foreign ship-building yards, and, consequently, the large demand for steel which was expected has not developed. It is understood that these disputes have now been satisfactorily settled, and it is not expected that the prices will decline further than they are at present.

The fluctuations in the Warrants market are, of course, largely of a speculative character, and are often due more to the condition of the money market, and other outside causes, than to any special increase or decline in the demand for pig iron or consumption. In order, therefore, to judge of the actual condition of the consumptive pig iron market it is necessary to look at the figures of Scotch shipping brands, such as Summerlee, Coltness, Calder, Gartsherrie, etc. In looking at the prices of these brands, the extremely placid nature of the market during the past year is especially noticeable. No. 1 Summerlee was quoted f.o.b. Glasgow in January, 1895, at 52s. 6d., and the quotation at the close of the year was 51s. The lowest price quoted during the year was 50s., on several occasions, while the highest was during the months of September and October, when 53s. was asked, and possibly a little higher may have been the ruling price for a short time, but the margin of fluctuation during the whole year was never greater than about 3s. 6d., or under \$1, per ton. This is rather different from the course of the American market, for the same grade of pig iron, such as is made in Northern Ohio, No. 2 American Scotch, was sold as low as \$9.25 at the furnace, while during the boom it went as high as \$14.50, showing a margin of fluctuation of over \$5 per ton on this grade.

The figures in connection with the production, consumption and exportation of British iron have not come to hand, but it is safe to say that British production during 1895 will not fall far short of the previous year, and will approximate the figures mentioned above.

Statistics show a great falling off in the imports of pig iron from Great Britain as compared with the United States. The returns for the fiscal year ending June 30th, 1895, show importations of 33,944 net tons, of which only 6,346 tons came from Great Britain, while 27,550 tons are credited to the United States. Eighteen hundred and ninety-four was certainly a most exceptional year, as the iron market in the United States was at the very depths of its depression, and sales of American iron were made at prices very much below the average of previous years, and without doubt below the actual cost of production. Now that matters have been somewhat more equalized, it is

expected that the British iron master will be better able to compete for a portion of the Canadian trade with their American rivals than during the past year, and particularly in the Montreal and eastern seaboard markets. With the advent of the new Hamilton furnace the Canadian iron industries will make it more and more difficult for British and American producers to take any portion of the Canadian trade, beyond what little iron may for a time seem necessary for mixtures. In course of time even this moderate market will be lost to the foreign producers.

Cleveland iron import returns, issued at Middlesboro', Eng., show an increase in stocks of 4,000 tons for November. There have been previously uninterrupted decreases since April. The production was 245,000 tons, 120,000 tons being Cleveland iron, and the remainder hematite, etc. The total stock of Cleveland iron is 271,000 tons, 93 furnaces in blast, one increase. The total stocks 12 months since were 200,000 tons. The condition of affairs at the close of the year will probably remain relatively the same, the stocks being greater than they were a year ago.

GERMANY.

The German production for the first ten months of 1895 was 4,788,571 metric tons, as against production for a similar period in 1894 of 4,579,180 tons, an increase in production of 209,391 metric tons.

CANADA.

It is an acknowledged fact, that a time of depression in the United States is nearly always followed (generally speaking a year later) by a period of dull times throughout Canada. The year 1895 has been no exception to this general rule, but, thanks to the moderate dividing wall afforded by our system of protection to native enterprises, we have been preserved from any such panic as the markets of the neighboring Republic experienced in 1894, and the solid financial condition of Canada has been the subject of favorable discussion in the money markets of the world. This has been true of all important Canadian industrial enterprises. In the iron department our operations have been carried on upon a safe basis. Most of the furnace companies have restricted themselves during the year to comparatively short campaigns, being wise enough to suit the output to the times. In the face of this the record for 1895 is creditable, and now starting the new year, 1896, with comparatively light stocks at the various furnaces, and with a knowledge that the new 200 ton-per-day Hamilton furnace can be depended upon for the coming year, it is safe to predict that 1896 will prove the banner year of the iron industry in Canada, so far as the past and present are concerned, and the beginning of a new and more vigorous existence in the metallurgical history of our country.

The record of the various Canadian furnaces during 1895, is as follows :

Nova Scotia Steel Co., New Glasgow and Ferrona, N. S.:		
Coke pig iron made.....	19,410	1,440-2,000 tons.
Ore charged	38,783	1,520-2,000 "
Fuel "	28,110	1,560-2,000 "
Flux "	16,304	1,920-2,000 "
Labor employed in steel works.....	450 men.	
" " in ore production.....	700 "	
" " in furnace work.....	250 "	

800 men.

This company manufacture all grades of agricultural implement steel, forgings, etc., the basis of which is very largely Ferrona iron, made from Canadian ore, so that the utmost possible amount of labor is secured to the country in the special lines now made by this company.

Londonderry Iron Co., Ltd.:

Coke pig iron made.....	17,744	320-2,000 tons.
Ore charged	44,557	1,200-2,000 "
Fuel " coke.....	25,264	1,920-2,000 "
" " coal	3,088	1,920-2,000 "
Cast iron water and gas pipe produced	2,110	160-2,000 "
Average number of men employed 425.		
Furnace output of 1895, campaign 8 months.		
Pipe foundry campaign 7 months.		

It is a notable fact that the tariff revision of Session 1894, by which a duty (on a sliding scale) was imposed on wrought scrap iron, has resulted in the Londonderry Iron Co. making contracts with Canadian manufacturers of bar iron, which is enabling them to start up their rolling mills. The work is just commencing in this department and will afford steady employment to a large number of Canadians.

Canada Iron Furnace Co., Ltd.:

Charcoal iron produced 1895, in a campaign of 9 months.		
Charcoal pig iron made	6,598	420-2,000 tons.
Charcoal consumed	654,361	bush
Ore consumed	16,203	tons.
Lime stone consumed.....	1,500	417-2,000 tons.
Average number of men employed 600.		

It may be explained that the operation of this company, involving the work in bog and lake iron ores, and the making of wood for charcoal, extend over a considerable territory. The labor is largely drawn from the farming class, and is therefore naturally of a more or less intermittent nature, which accounts somewhat for the large number of men employed.

A portion of the output of the furnace is used for the manufacture of the highest class of railway car wheels, in the company's auxiliary works at Lachine, Que., and St. Thomas, Ont., where a further staff of about 150 men at each works are employed, and with few exceptions every railway line in Canada is now using the Canada Iron Furnace Co.'s metal as the basis of their work for standard car wheels. It will also be gratifying to Canadians to know that the high quality of this metal, as shown by its great strength and splendid chilling qualities, has so far attracted the attention of foreign engineers that the company have been enabled to open up a foreign trade during the past year, and are now shipping their iron regularly into the Pittsburgh market, where it is used for very special qualities of work. In addition to this, important shipments have recently been made from Radnor Forges

THE REASON WHY

The Sherwin-Williams Paints are better than other Paints, is that they are made of better material and made by better machinery than any other Paints. When we are buying the material for the manufacture of The Sherwin-Williams Paints, we practise what we preach. We try to get the very best stock that is made in this wide world suitable for the purpose, irrespective of the cost. Price, with us, is always the very last thing considered. The moment we come across anything better than we are using—and we are always looking for such things—we adopt it, cost what it may.

To illustrate how different this method is to some others: A Paint manufacturer of this city called on us a short time ago to know if we would take off his hands a color which had been sent him by mistake, and he said, owing to the cost of it, he could not afford to use it, but was told by the manufacturer of the color that The Sherwin-Williams people used this quality of color. This was quite right; we do. Note the difference,—while he felt that he could not afford to use it, owing to the cost, we feel that we could not afford to do without it, because it is the best thing of the kind we have, so far, been able to find.

Manufacturers for Canada

The WALTER H. COTTINGHAM CO., Ltd.

MONTREAL

to the European market. While this trade is not a large one as yet, it proves that the quality of the iron made in Canada is unsurpassed, and is another reason why we should carefully build up our national industry.

DRUMMONDVILLE.

The campaign was short, but the output will be about the same as 1894. The whole of the production of this furnace is used in manufacture of car wheels at the company's works in Montreal. The campaign is always more or less regulated by the requirements of the car wheel department.

PICTOU CHARCOAL IRON CO., BRIDGEVILLE, N.S.

The returns of output have not yet been filed, but a very notable point in connection with these works is that the company are just on the point of installing a steel converting plant, and will use the largest portion of their material in that way, finishing it into the highest quality of agricultural implement steel for the home market. This is a striking illustration of the effect of the Dominion Act of 1894, which provided for the payment of a bounty of \$2 per ton on all steel billets manufactured in Canada from Canadian pig iron.

THE HAMILTON IRON AND STEEL CO.

The new furnace, with a capacity of 100 tons per day, goes into blast immediately. At the start a large proportion of this com-

pany's ore will be the product of American mines, but they look to the Act of the Legislature of Ontario, Session 1894 (which provided for the payment of \$1 per ton on the pig metal product of iron ore, raised or smelted in the province of Ontario) to bring about an almost immediate development of the mines of the province. In the meantime the Hamilton Iron and Steel Co. will naturally have to waive claim to the Dominion bounty of \$2 per ton, so that it is entirely in their interest to push forward the exploration and development of Ontario mines, and thus give the real benefit of the industry to Canadian labor. Under present circumstances, Ontario not possessing coal mines, and the question of economical transportation and handling of Lower Province coal being as yet unsolved, the Hamilton Iron and Steel Co. will have to use American fuel, which unfortunately means that one-half of the labor benefit of the industry will go to a rival market. Under these circumstances the Dominion Government will probably restrict the Federal bounty to a sum proportionate to the amount of Canadian labor employed in the industry; this as a protection to the coal miners and charcoal burners of the other provinces.

REMARKS.

The time is perhaps very opportune to draw the attention of the leaders of the contending political parties of this country to the fact that the interests of the industrial

enterprises of Canada should be as sacred to the one party as to the other. The workmen employed in the respective enterprises are just as deeply interested in the ultimate success of the operations as the capitalists who have risked, and continue to risk, their money in establishing the work.

The iron industry has perhaps greater claims to the good-will and support of the statesmen and people of Canada than any other of the great industries of the country, because the raw material used is wholly Canadian, the product of Canadian labor. It is eminently an industry for which nature has fitted the country, and it is therefore well that it should be encouraged and developed, because it will afford a greater amount of employment to labor for the money invested than any other industry that the country is fitted to sustain.

The progress made should also now be sufficient to prove to capitalists and men of affairs generally, that the enterprise of iron making in Canada can be made a very decided success, affording a splendid field for safe investment. It is no longer in an experimental stage, and if many of the investors, who are now putting their money into the silver mines of the west, not only of their own country, but of the adjoining Republic, would turn their attention to the production of the most useful of all metals, iron, right here at home, and for the home market, building up every kindred provincial interest, the future of Canada would be most promising. What is wanted now is sufficient capital invested in the various enterprises to enable the iron masters to keep abreast of the times in the matter of modern appliances and methods. Nature provides all the material, it remains for man to utilize them by the best and most economical methods.

The industry has naturally suffered from uncertainty with regard to the tariff question. Barred out, as the Canadian iron manufacturers are, from the American market by the Customs tariff of that country, and handicapped as all iron industries are in infancy, when a very heavy initial expenditure has to be made in construction of plant, prospecting, securing and development of mines, wood, land, quarries, shipping docks, etc., it is imperative that the Government of the country should give stability to the protective tariff, and thus give confidence to capitalists. Statistics prove that the present protection and bounty granted by the Government of Canada, if well maintained, will result in the development of the Canadian iron industry, but the history of the work done in the United States as well as the past history of England, proves that the encouragement granted is not by any means too much for the earlier years of the work. This has been well recognized by Sir Oliver Mowat, who, as the head of the Liberal Government in Ontario, recently carried through an Act, by which his Government

grants a bonus of \$1 per ton for all pig iron made in that province, the product of Ontario ores.

Speaking of the treatment extended to the iron industry by both political parties in this country, neither are quite free from criticism. Special attention is again drawn to the fact that the order-in-Council passed at Ottawa, Nov. 2nd, 1894, entitled, "Re drawbacks on imported goods used in Canadian manufactured articles, and exported," still remains, despite the protests and explanations of numerous Canadian manufacturers, who are debarred from doing business with the western agricultural implement makers on account of this order. The order in question, as is well known, was passed with a view of encouraging the exportation of agricultural implements to foreign markets, and provided for a rebate of duty on the material used in machines so exported. It was so framed, however, that the effect has been to compel the Canadian agricultural implement makers to purchase foreign material before they can avail themselves of the drawback. The result has been considerable loss of trade to manufacturers of Canadian pig iron. To be consistent with their policy of encouraging the native industry, the Government at Ottawa, whether it be Liberal or Conservative, must so frame the order in question as to leave the agricultural implement maker free, if he so chooses, to use Canadian material. So much for the present Government's consistency.

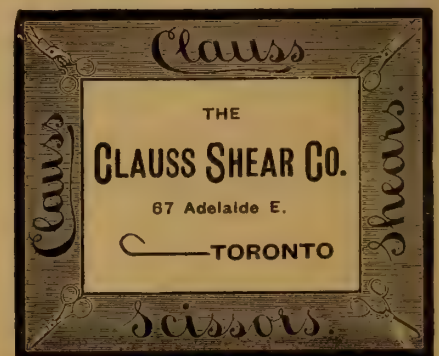
On the other hand, the leaders of the Liberal party evidently do not appreciate the iron trade as they should, and do not understand it in a broad sense, and have shown this by the repeated attacks that the leaders, notably the Hon. Wilfrid Laurier, have made upon the pig iron industry of Canada. In several of his speeches Mr. Laurier has stated that the Canadian iron furnacemen enjoy a protection, aside from the bounty (which all admit was granted for the special purpose of defraying the work of development in mines, forests and at the furnaces), equivalent to an ad valorem duty of from 40 to 60 per cent. To prove his argument he takes the selling price of southern American coke iron (the very lowest and poorest quality made in the United States) at \$6 per ton at the furnaces, and to this he adds a freight of \$4 per ton, so as to arrive at what he terms the tax on the Toronto buyer. This is wholly incorrect, inasmuch as the lowest price at which southern iron can be bought to-day is, say, \$10.25 per gross ton, and the freight to Toronto from Tennessee or Alabama is \$4.60, making the cost in bond at Toronto \$14.85, upon which a specific duty of \$4 per net ton would be equivalent to an ad valorem duty of less than 30 per cent., but Mr. Laurier entirely overlooks the fact that there is iron and iron, and that to arrive at a fair average of the duty he will have to take into account

the fact that Canadian founders use not only northern coke iron, but also higher priced southern coke iron, as well as Scotch coke and American charcoal pig iron. If our politicians, before making such statements, would simply refer to the official statistics on record at Ottawa, say for the fiscal year ending 30th June, 1895, they would find that the importations of pig iron for the last fiscal year were 33,944 net tons, of which the invoice value was \$370,574.00. Figured out at a price per standard ton of 2,240 lbs., this means a value at the furnace of \$12.13, to which add an average freight rate of \$4 per ton to any point in Canada, i.e., from the furnace in Scotland or the United States to point of destination, and it brings the average cost per ton to \$16.13. The specific duty on this at \$4 per net ton is equivalent to an ad val. protection of just about 27 3/4 per cent. As a matter of fact the present figures, taking into account the high class charcoal iron used in this country, as well as the lower grades of southern coke, will aggregate fully \$18 per ton, which would mean a protection equivalent to 25 per cent. ad valorem on the average freight, etc., for delivery at any point in Canada.

SPECIFIC AS AGAINST AD VALOREM DUTY.

As far as pig iron is concerned, a specific duty is the only fair and sensible basis. In the first place, it is the simplest to apply, and does away with possibility of fraud. It would simply be impossible for an appraiser, expert or not, to determine whether a pig iron was worth \$12 per ton or \$25, so that there would, as far as high-grade iron is concerned, be a wide opening for entering at fraudulent figures, if an ad valorem duty was applied. Then, again, an ad valorem duty would mean a tendency to lower the grade of iron imported, and therefore the class of work produced in this country.

In the case of food, clothes, etc., the argument against specific duties, that the poor man suffers as he pays an equal tax on his necessity to that paid by the millionaire on his luxury, may hold, but this does not apply to iron, where the quality of pig iron to be used is determined not by the class of people the finished article is to be sold to, but by the purposes to which it is intended to apply it, and a costlier iron, for example, goes into the poor man's stove than into the rich man's fur-



***NONE BETTER MADE
IN CANADA OR
UNITED STATES***



**PURE
LINSEED
OIL**

Prepared Paints

Have been on the market twelve years.
We supply at a fair price, and furnish
samples on application.

Paris Green

Blue Vitriol (sulphate of copper)

Bug Killer

Insecticides
and
Fungicides.

Alabastine 16 colors and white, in 5-lb.
packages.

Jellstone in white only, barrels and
kegs. A first-class cold water
Kalsomine.

Wall Coatings.

Window Glass all kinds, for import or
from stock.

At Bottom
Figures.

*Bell's
Standard*

English Varnishes

Full stock of Paints, Oils, Glass, Varnish and General Painters' Supplies

Sanderson Percy & Co.

61, 63 and 65 Adelaide St. West

— TORONTO

nace. The highest and most expensive grades of iron are used for the production of articles on which human life depends, such, for example, as railway-car wheels, structural work for bridges, buildings, etc. Any one will recognize that it is in the interest of all that the best metal should be used, and nothing done to operate towards bringing into use poor material.

ENCOURAGEMENT OF QUEBEC LEGISLATURE

It is worthy of special note that the Legislature of the Province of Quebec evidenced, during the last session, a desire to encourage the iron industry in this province by passing the Hon. E. J. Flynn's Assembly Bill, No. 21, entitled "An Act respecting colonization of certain parts of this province, and for promoting the mining industry therein." By this Act the Canada Iron Furnace Co., Ltd., are created a colonization society, and 30,000 acres of wood lands are set aside or reserved for the purposes of colonization by the employees of the company. The industry is thus protected against speculators in wood lands, and assured of a constant supply of fuel. The Act is an eminently wise one, and great credit is due to the Hon. Mr. Flynn, Commissioner of Crown Lands, for this fresh evidence of good-will towards the mining industry of the province. It will be well for the Provincial Government to grant similar privileges to any furnace company starting work in the Province of Quebec, for while the Act does not go as far in encouragement as that of the Ontario Legislature, it shows good will on the part of our local legislators. It will be well for the people of Canada generally to give this whole question of the development of the iron industry more careful thought, consideration and sympathy.

We have wars and rumors of wars these days. Is it not well to feel that we are self-sustaining in this much abused iron trade?

Montreal, Jan. 8th, 1896.

PATENT REPORT.

During the year 1895 the Canadian Patent Office issued 5,750 patents and received 3,361 new applications. In the United States the number of patents issued was 22,096 as against 20,803 in 1894, showing an increase of 1293.

Mr. Owen N. Evans, patent attorney, reports that in the United States 348 patents were issued last week. Of these two were granted to residents of Austria-Hungary, eight to Canadians, twelve to residents of Great Britain, four to citizens of France, nine to Germans, one each to residents of Mexico and Trinidad and two to Australians, the remaining 309 being granted to Americans.

Those granted to Canadians were: 552,892, J. H. Coleman, fare box; 552,914, S. J. Laughlin and J. Hough, blackboard; 552,

916, D. McPherson, railway frog; 553,072, G. Porteous, sportsman's cabinet; 553,098, A. Brake, casting brake-shoes; 553,106, J. A. Coleman, automatic closing telegraph key; 553,114, G. Fierheller, harness; 553,183, W. Bourdon, fire escape.

The following patents were recently issued by the Canadian patent office: No. 50,906, kilns, George E. Stagg; 50,896, Joseph T. Andrews, stair treads, landings and coverings of subways, sewer outlets and the like; 50,949, Sydney Cheeld, centrifugal churning apparatus for churning butter; 50,967, W. Hall, appertaining to apparatus for rising and lowering railway and other sash windows; 50,968, W. G. and E. A. Crossley, corrugated spring tires; 50,981, A. Classen, manufacture of new iodine compounds; 50,978, R. P. Small, evaporators for boiling maple sap; 50,993, J. H. Wood, construction of buildings; 51,013, M. J. Davidson, ball-mills for fine grinding of hard granular substances.

BASIS OF FOREIGN DISTRUST.

European investors are believed to be very wary and suspicious of American securities and it is generally supposed that this distrust is caused by the unsettled condition of the monetary standard in America. In speaking of this matter The London Financial News says:

"We do not well see how any boom in America can be successfully engineered so long as the unsettled state of the currency problem renders the financial position a constant source of anxiety. The Treasury has not yet solved the problem of keeping its gold, nor will it do so until the proposal to retire the greenbacks is taken firmly in hand. The fear of gold exports must of necessity keep the speculative market in a constant state of nervousness, in which any external trouble would exercise an exaggerated effect. The experience of the past three weeks has been a striking illustration of the way in which the exchange is affected by the adverse financial or political symptoms of the foreign bourses. Wall street was shaken as with a spasm, not because a European war would have been injurious to the United States in a commercial sense—on the contrary, it would have benefited them—or because a breakdown in mining speculation in England or on the Continent would have made American rails any less desirable as investments, but solely because the unsound currency aggravates every political tension abroad, and magnifies the consequences of speculative trouble, however remote. Some part of the disturbance in American securities was, no doubt, caused by their forced sale on account of crippled operators in mining and other securities, but the greater part of the mischief was due to the sensitiveness of the financial situation arising from the currency question."

TO OUR SUBSCRIBERS.

We want our subscribers to let us know if they do not receive their copy of **HARDWARE AND METAL** regularly every week. Every Friday evening of every week of every month of every year, without exception, this paper has been mailed, but notwithstanding great care on our part, we are frequently in receipt of complaints regarding its non-delivery. The publishers are not to blame, and unless subscribers notify them promptly, errors cannot be rectified.

COMFORTABLE WORKSHOPS.

At this time of year the man who employs labor in any branch of industry, says Metal Worker, would do well, in his own interest, to spend enough time in his shop to satisfy himself whether a little money judiciously spent in making it comfortable would not be a good investment. Too often workshops are built and equipped with very little reference to the comfort of workmen. Few are adequately heated, and still fewer are properly ventilated or lighted. Under such circumstances workmen suffer more or less serious physical discomfort, and no fact is better established by experience than that a man who is uncomfortable cannot work to good advantage. In a foul atmosphere the mind becomes dull, the muscles flabby and the bodily energies weakened. In a low temperature, and especially where the heating is so managed that a man has cold feet and hands, he cannot possibly do his best, nor can he be in any profitable sense industrious. Time and materials are both wasted under such conditions, and the weary hours drag heavily. It does not need many such days of discomfort and exposure to bring on coughs, catarrhs, bronchitis, indigestion, rheumatism and diarrhoeal disturbances, which put their victim on the sick list, or if he cannot afford the luxury of invalidism, take out of him all value as a mechanic. The employer of labor can very easily determine, experimentally, to what extent his interests are affected by the maintenance of such conditions in his shop, by establishing similar conditions in his office. A day or two would convince him that when a man is uncomfortable he has a good deal else to think about than his work.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

IRON AND HARDWARE MEN DINE.

THE members of the young and enthusiastic Iron and Hardware Association of St. John, N.B., held their annual dinner on Thursday evening last, and it was a most successful affair. Mr. W. H. Thorne was in the chair, with Mayor Robertson on his right and Mr. E. B. Ketchum on his left. The vice-chair was occupied by Mr. Thomas McAvity, who had on his right Mr. Joseph Henderson, of Halifax, and on his left Mr. Henry Moulden, of Guelph, Ont. The others present were Messrs. A. T. Thorne, T. C. Lee, T. Bell, Geo. McDonald, John McAvity, Geo. McAvity, James H. McAvity, F. E. Came, E. Perkins, R. B. Emerson, W. M. Jarvis, W. S. Fisher, Geo. Weldon, H. C. Coates, M. Kerr, M. E. Agar, Robert Connors, J. Keefe, Geo. Ketchum, J. Macintyre, W. L. Hamm, L. Nase, W. O. Purdy, T. B. Robinson, J. C. Robertson, A. N. Rowan, J. J. Barry, H. A. Drury.

The menu, which came from The Globe office in that city, was as neat and appropriate a piece of the printers' art as has ever come to the office of HARDWARE AND METAL, and will, no doubt, be prized as an attractive souvenir of the gathering. The

Aberdeen hotel, in which the members dined, has always served a good dinner, but on this occasion they seem to have surpassed themselves.

After the health of Her Majesty had been drunk, Mr. Thorne proposed the toast of "The Association," to which R. B. Emerson responded, followed by Walter O. Purdy, who sang "Nut Brown Ale" from "Robin Hood."

"The City of Halifax and Our Sister Association," was next, on which "Will Ye Nae Come Back Again" came from the orchestra and a speech from Mr. Henderson.

"The City of St. John" was followed by "My Own Canadian Home" from the orchestra, a speech by Mayor Robertson, and a solo from Mr. Macintyre.

"The Iron and Hardware Association" received a fitting tribute from the orchestra in the Anvil Chorus, with speeches by Messrs. Fisher, George McAvity and J. C. Robertson, and a solo, "The Admiral's Broom," from Mr. Perkins.

"Our Guests," with a hearty "They Are Jolly Good Fellows" from the orchestra, was responded to by Messrs. Wm. M. Jarvis, T.

B. Robinson, Robert Connor, H. A. Drury, J. Keefe and E. Perkins.

"The Wholesale Hardware Merchants" was responded to by Messrs. Geo. Weldon and H. C. Coates.

"The Ladies" received an enthusiastic "They Are Jolly Good Fellows," and were championed by Messrs. J. J. Barry, A. T. Thorne, George McDonald and W. H. Thorne.

As we have more than once pointed out, the trade elsewhere in Canada should follow the example of St. John and Halifax, and organize. The St. John Association is now in a most prosperous condition. The officers for 1896 are:

President—W. H. Thorne.

Vice-President—Thomas McAvity.

Secretary—Treasurer—John J. Barry.

Directors—J. C. Robertson, R. B. Emerson, S. Hayward.

Executive Committee—W. H. Thorne, J. C. Robertson, Thomas McAvity, R. B. Emerson, John J. Barry, S. Hayward.

Wholesale Committee—W. H. Thorne & Co., Ltd., The S. Hayward Co., Ltd., M. E. Agar, T. McAvity & Sons, Kerr & Robertson, Emerson & Fisher, The James Robertson Co., Ltd.

Manufacturers' Committee—J. C. Robertson, James Pender, George McAvity, George W. Ketchum, R. B. Emerson, John H. M. Robertson, R. S. Sheraton.

The large general store and stock of H. Roberts & Co., Strathclair, Ont., were totally destroyed by fire the other night. The insurance is \$2,500, and the loss much more.

The Guelph Norway Iron and Steel Company, Ltd.

GUELPH, ONT.

MANUFACTURERS OF A

SUPERIOR QUALITY COMMON IRON

Refined Horse Shoe

Norway Iron a Specialty

DROPS FROM THE EDITOR'S PEN.

Success is the successor of solid successive effort.

Men who can't work can grunt all day doing nothing.

He who cannot keep a stiff upper lip cannot keep his reputation.

Man maketh the advertisement and the advertisement the business.

An indolent clerk, like a neglected tree, is not likely to bear much fruit.

Send for the "ad" doctor for a tonic if your business exhibits lethargy.

Young men launching out into life should be as ambitious to do Right as to be Great.

If it were not for the days of grace, some men there are that would now have been in disgrace.

Dead men and men dead to business have both one thing in common: they are unattractive.

Genius, like a beautiful piece of machinery, has not much utility until motive power is put into it.

All other things being equal, the slower a merchant is to give credit the faster does he become affluent.

A counterfeit of a man is he who knowingly sells a counterfeit for the real article.

The dead business man can console himself with the thought that he will not be bothered by too many customers.

Business may not be a key with which to open the pearly gates; but it is a bar to the gates that lead to the nether world.

The word "advertisement" is synonymous with "influence." And, like it, is one of the greatest forces in the world to-day.

While friction between employes or between employes and employer will not warm

the store these wintry days, it will if continued make the place too hot for all the dissentients to remain therein.

The six bolters that returned came back, not like dogs to guard the country's interests, but, like cats, for the meat there was in office.

When it is announced that Parliament has settled down to business it means ordinarily that the House has settled down to politics.

A bird in the hand is worth two in the bush, but there is no reason why one should not go into the bush in search of the other two.

The impression of an advertisement is not only made upon a piece of paper, but upon all into whose hands that piece of paper falls.

A fair mede of competition maketh a business man, but a superfluity unmaketh him, and brings him into sore financial straits.

Many of the evils that confront us as a country would soon be prostrate behind us were we to strike a few vigorous blows and walk on.

'Tis men of individuality and fools that attract the most attention in the world. But born with common sense it depends upon a man's own energy what he shall be. There are more men bred than born fools.

"What are profits?" asks a centemporary. Ah, that's the rub. But go thou not to the "cutter" forsooth for an answer to the question.

One thing to be regretted is that in the recent Cabinet shuffle at Ottawa a business man was not shuffled into the Controllorship of Customs.

It is by reading, marking, learning and inwardly digesting everything appertaining thereto that the details of a business are mastered.

The traveler has more ups and downs than most men, but he is always jolly. His

"ups" are over hills and his "downs" across valleys.

Emperor William declares he will not visit England again. 'Tis too bad. The Prince of Wales will have one playmate less in his mother's back yard.

People inside the counter who do not recognize the rights of those outside the counter will ultimately be left behind the counter without anyone to recognize them.

It is because they scorned to perform the small duties, that many a man is to-day doing the little things, while others who began life doing the chores are now their employers.

Although business men's associations are formed primarily with the object of remedying trade evils, small indeed is the progress made if the social side is overshadowed altogether by the practical.

SMOKE CONSUMER FOR BLAST FURNACES.

A practical test of the invention of Mr. G. R. Steward, of London, for the total abolition of smoke from chimney stacks, took place at the mills of J. & R. Snodgrass, Washington street, Glasgow, Scot. According to the report of The Iron and Steel Trades Journal the patent is divided into three parts, any or all of which can be applied to present furnaces. The door, which is the principal feature of the invention, is so constructed that the air in passing through various passages in it, produces a baffle and an eddy, partially delaying the progress of the smoke towards the flue until its proper admixture with the air has taken place. The two other parts of the patent are only necessary when the draught is slight. At the test the furnaces were stocked twice, the ordinary door being applied to the first stocking and the new door to the second. In the first instance it was found that 12 minutes elapsed before black smoke ceased to be emitted from the stack, while in the latter case no smoke at all was emitted. Ten minutes after the new door had been applied it was removed, and the ordinary door shut, with the result that black smoke at once made its appearance from the stack. Those present said that the test which was admittedly severe had been successful, and showed that smoke could really be consumed.



The FOX CUTLERY MFG. CO.

Fine Razors, Scissors, Shears and Knives of every description.

PAINCHAUD, SQUIRE & CO.

Sole Agents for Importation

TEMPLE BUILDING

MONTREAL

CHAINS.



COIL, 7 SIZES

Trace, Halter, Tie-out, Post, Heel and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE

The B. GREENING WIRE CO., Ltd., Hamilton, Canada

A FRICTION PULLEY BOARD.

ALL manufacturers or machinists know what an expense is entailed by the matter of pulley friction. Iron, wood and leather have all been tried with varying success. The drawback with the first is that it wears too smooth, with the second there is great danger of combustion, while the third is the best of the lot, but very expensive. They welcome any substitute, therefore, that will combine the friction power of wood and the merits of leather without their drawbacks. The Dominion Leather Board, Co., of St. Alexis street, Montreal, are offering a material that seems to fill the bill, if the demand for it is any criterion. It is their well-known "Friction Pulley Board," a composition of vegetable fibres that has the exact appearance of leather, the preparation of which is the company's secret. Leading founders and machinists in Montreal, such as John McDougall, are, and have been, using the material for some time, and have fully demonstrated its economical and other merits. It costs a trifle more than wood, but any of the firms who use it attest that the extra price is more than made up by what is saved in the long run in wear and

repairs. Demand for it is increasing, both east and west, as shown by enquiries received this week.

The company will send samples of the material to any consumer who addresses the Dominion Leather Board Co., St. Alexis street, Montreal, and mentions HARDWARE AND METAL.

NOTICE TO HARDWARE, STOVE AND TINWARE DEALERS.

IT IS agreed by a number of dealers who have been in communication that a meeting will be held in the town of Palmerston on February 11, at 10 a.m., to which all hardware, stove and tinware men are requested to attend, bringing with them their best thought and methods for the purpose of organization. We ask all who are agreed as to the importance of this meeting to do all they can to promote its interest and talk it up with dealers of their different localities and thereby have something definite matured to bring before the meeting. The different dealers, whose names appear on this sheet to give authority for its announcement, are agreed to be present, and we are quite sure we could have many times the number if we had the time at our disposal to hear from them in time for this issue; therefore, as we are deter-

red, we simply mention the fact to assure those who have not been reached by direct communication, that a good representation is already assured and that every dealer who is at all in a position to attend will consult their best interest in being present. Messrs. Lynch and Falkner, two dealers in Palmerston, have promised, through communication with Mr. Lynch, to do all they can to promote the instituting of the association, and to arrange for a suitable room to meet in. In conclusion, we assure all who will be in possession of this notice that we will be there, and, further, press you to be present with us.

(Signed) Yours fraternally,

BRICKER HARDWARE CO.	WM. LYNCH
THOS. LAWRENCE	T. W. DAVIS
ANGUS McCURDY	D. C. TAYLOR

PERSONAL MENTION.

E. D. Eldred, of the Buffalo Forge Co., Buffalo, N. Y., was in Toronto last week on one of his periodical business trips.

Mr. C. V. Carter has not been connected with the traveling staff of the Toronto Silver Plate Co. since the first of the year. His successor has not yet been announced.

Several country merchants have been in Toronto during the week, and among them were noticed the following: J. A. W. Allan, Newmarket; T. Carey, Goodwood; Mr. Mr. Vanzant, of Vanzant & Co., Markham; Mr. McClelland, of Lindsay.

Our New Bicycle Catalogue

Is now ready. It is the most complete list of wheels ever issued in Canada. It describes all styles of bicycles at all kinds of prices. Every live dealer should have a copy.

There's Money in it for You.

Drop us a Post Card for a Copy.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 24, 1896.

HARDWARE.

BUSINESS in general hardware continues quiet, on the whole, but the week has witnessed the booking of fair orders for shipment. It is worthy of note, however, that some of the leading jobbing houses here have not sent out any of their travelers yet, which fact does not speak for much activity. The want of snow in the country districts seems to be the chief complaint. No changes of importance are noted in shelf goods, any actual movement now going on being confined chiefly to skates and some sporting specialties. In heavy material business is at a standstill for movement from store and orders for import are not many.

WIRE—There is no special activity in wire: Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 5c. per 100 pounds.

BARB WIRE—Remains without change, business ruling quiet. We quote: $3\frac{1}{4}$ c. per lb.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Small orders for copper wire are being booked for future shipment. Discounts, 10 per cent.

ROPE—Continues dull. We quote: Sisal, $6\frac{1}{4}$ to $7\frac{1}{2}$ c., and manilla, 9 to 10c.

CUT NAILS—Without feature, business ruling quiet. We quote: \$2.50 f.o.b. Mon-

treil, freight prepaid in Ontario for 10-keg lots, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Continue slow and without change. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs..

HORSE NAILS—Quiet, with discounts 55 per cent.

HORSESHOES—Only a few small-sized orders are noted. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

TACKS—Quiet. Discounts: Strawberry-box tacks, 60 per cent.; cheese-box tacks, blued, $66\frac{2}{3}$ per cent.; trunk tacks, black, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet blued, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron carpet, bright or blued (in kegs), 30 per cent.; do., tinned (in kegs), 30 per cent.; B.B.B. cut tacks (in bulk), 50 per cent.; do. (in dozens, 1 to 6 oz.), 45 per cent.; do. (in dozens, 8 to 24 oz.), 30 per cent.; do., $\frac{1}{4}$ weights, 40 per cent.; do., tinned, 45 per cent.; Swedes, cut tacks, genuine blued and tinned, $52\frac{1}{2}$ per cent.; Swedes, carriage tacks, American, blued, 60 per cent.; Swedes, upholsterers', genuine, 50 per cent.; do., do., American, 1 to 6 oz., 60 per cent.; do., do., American, 8 to 24 oz., $62\frac{2}{3}$ per cent.; Swedes, carpet, blued and tinned, 35 per cent.; do., gimp, blued and tinned, 35 per cent.; do., lace, blued and tinned 35 per cent.; do., brush, blued and tinned, 40 per cent.; do., pail and miners', 35 per cent.; zinc tacks, 35 per cent.; copper tacks and nails, 60 per cent.; leather carpet tacks, 30 per cent.; trunk nails, black and tinned, 65 per cent.; clout nails, $66\frac{2}{3}$ per cent.; cigar-box nails, 45 per cent.; lining nails in papers, 10 per cent.; do., in bulk, 15 per cent.; do., solid heads, in bulk, $42\frac{1}{2}$ per cent.; saddle

nails in papers, 10 per cent.; do., in bulk, 15 per cent.; tufting buttons, 22 line, 55 per cent.; tinned capped trunk nails, 15 per cent.

CUTLERY—Business is confined to a demand for small parcels for actual wants. Import arrivals of new stock are noted by jobbers.

SPORTING GOODS—Ammunition and gun club specialties are still being taken in a moderate way.

GREEN WIRE CLOTH—Business is quiet actually, except in the matter of orders for forward delivery. The basis is \$1.60.

COIL CHAIN—Dull and featureless.

SKATES—A very moderate demand is all that can be said of this line.

PLUMBERS' SUPPLIES—Business follows the same quiet lines of the preceding week.

SCREWS—Quiet, at the following: Discounts are: Flat head, bright, $77\frac{1}{2}$; round head, bright, $72\frac{1}{2}$; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Very few orders are noted for prompt shipment, but spring orders are being booked.

BUILDING PAPER—Dull and unchanged.

CEMENT—Rules quiet, and for round lots values have been shaded a trifle on Belgian. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Quiet and steady at \$15 to \$21 per 1,000 as to brand.

METALS.

Business is absolutely stagnant in heavy iron and metals, and advices from primary markets are very low on tin plate and galvanized iron. Importers are not operating as a result of this for spring account.

PIG IRON—Continues quiet but steady, small lots of Summerlee changed hands at \$21, but this figure would certainly be shaded

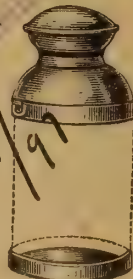
Milk and Delivery Can Trimmings



We have a full stock and can fill all orders promptly.

TINNED IRON

All sizes and gauges.



The McClary Mfg. Co.

LONDON
TORONTO
MONTREAL
WINNIPEG
VANCOUVER



for a round lot. No transactions of importance were noted in domestic or American. We quote: Summerlee, \$20.50 to \$21; Eglinton, \$18.50; American, \$20; Ferrona, \$18.

BAR IRON—The feeling is easy on bar iron, and it is reported that the mills have been taking orders for less than \$1.55. In a jobbing way business has transpired at \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—Moderately brisk. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

SHEET IRON—Continues dull. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Business quiet, both for import and in a jobbing way. We quote: Up in 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾c to 7¾c per lb.

PIG LEAD—No change, prices continuing at \$3.25 to \$3.50 per 100 lbs.

LEAD PIPE—Business dull and prices unchanged.

GALVANIZED IRON—Cable advices are easier on galvanized iron, but spot prices are not sensibly changed. We shade our inside prices a fraction, however, as follows: 4¼ to 5¼c. per lb. as to grade.

INGOT TIN—Though no large transactions are noted outside markets here ruled easy, and a seller to move a round lot would have to shade our inside figure. We quote 16 to 16½c.

INGOT COPPER—Featureless and dull at 12c.

SHEET COPPER—Moves in a small way at a range of 15½ to 25c. as to gauge, etc.

IRON PIPE—In moderate demand, discounts are as follows: ¼ in., 65 per cent.; ¾ to 1 inch, 65 and 2½ per cent.; ¾ to 1 inch, 67½ and 2½ per cent.; 1¼ to 1½ inch, 70 per cent.; 2 inch, 70 and 2½ per cent.

CANADA PLATES—Remain quiet and nominal at \$2.25.

TIN PLATES—Import orders have been placed in a small way at a material concession on previous offers. In a jobbing way, however, spot prices are unaltered at \$2.75 to \$2.85 for coke, and \$3.35 to \$3.75 for charcoal.

TERNE PLATES—Continue quiet locally, but advices from primary markets are easier in their tenor. We quote \$5.75 to \$6.25, as to grade.

SOLDER—Without change, and business quiet at 11½ to 13c.

SHEET ZINC—Quiet and steady at 4½ to 5c.

SPELTER—Without feature, at \$4.50 to \$4.75 per 100 lbs.

ANTIMONY—Dull at 10c., with little or no demand.

PAINTS AND OILS.

Business in this department is beginning to open out a little, though makers are still quiet and most of the present booking is for forward delivery.

LEADS—Continues in fair request and firmly held at recent quotations. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to 4¼c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—Are enquired for, and while the higher cost of lead warrants some increase in price, these paints are being booked at last season's quotations, viz.: Best brands \$1 to \$1.05, second do. 90c.

VARNISHES—Are more active and quotations somewhat firmer, in sympathy with the advance in gums, especially New Zealand descriptions.

PARIS GREEN—Continues to gather strength on account of the continued stringency in chemicals, and quotations are open only from day to day. We believe business can still be done at our quotations of last week, viz.: Casks, 13½c.; drums, 14½c.; and pockets 15½c.

LINSEED OIL—Firm advices continue from England, but spot quotations are not affected, viz., 56c. for raw and 59c. for boiled.

TURPENTINE—Continues firm, in sympathy with excited markets at sources of supply, at 48c.

RESINS—Rule quiet and firm. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

GLASS.

The glass market continues firm in tone, though business is not especially active. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

CHEMICALS, ETC.

Quiet and steady as follows: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; diito roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

This market has exhibited a much stronger feeling since our last report, and values have advanced 2c. per gallon on American oil in sympathy with the position of the crude

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "Bright," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

A TRAVELER FOR GOOD HOUSE, BY YOUNG man. Eight years' experience wholesale and retail hardware. Good references. Box 9, HARDWARE. (5)

WITCHKLOTH
The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL

"DAYTON"

The finest
high-grade
bicycle on the
Canadian
market.

Perfect
in design,
in finish and
in quality.

For catalogue
—a work of art—
write

J. & J. Taylor

TORONTO

TORONTO SAFE WORKS

market. Canadian oil is also firmer, but the rise has not been as great as in American, values being only $\frac{1}{4}$ to $\frac{1}{2}$ c. higher. Demand is brisk at the advance. We quote: Canadian refined, in car lots, 15c., 2 per cent. off for cash; 5 to 20 barrels, 15 $\frac{1}{2}$ c., and smaller quantities, 16c., 1 per cent. off for cash; American prime white, 18c. in car lots, and 19c. in smaller quantities; water white, 19 $\frac{1}{2}$ c. in car lots, and 20 $\frac{1}{2}$ c. in small lots; astral, 21 $\frac{1}{2}$ to 22 $\frac{1}{2}$ c.

HIDES.

The feature in this market has been an advance of $\frac{1}{2}$ c. per lb. on beef hides. Receipts have been large, but demand has been good. Dealers are paying 6c. for No. 1; 5c. for No. 2, and 4c. for No. 3.

ASHES.

This market has ruled quiet and about steady. The receipts are small, for which the demand is limited. We quote: Firsts, \$3.60 and seconds \$3.40 per 100 lbs.

MONTREAL NOTES.

Lamplough & McNaughton report a good enquiry for "Beaver" anti-friction metal. Circular regarding it will be sent to the jobbing trade on application.

A. C. Leslie & Co. do not complain of any lack of orders for "Queen's Head" galvanized iron, or their special brands of tin plate.

Lewis Bros. note a good enquiry for gun club supplies, such as expert traps and blue rock pigeons.

American petroleum has been advanced 2c. per gallon, and Canadian $\frac{1}{4}$ to $\frac{1}{2}$ c.

Advices to the Canada Paint Company note continued excitement in turpentine at primary markets. If it keeps up further advances in values are anticipated.

Frothingham & Workman call attention to their ad. of last week. Their new stock of meat cutters are just in.

Mr. Jas. Robertson, of the Canada Saw Works, William street, is down visiting the company's Baltimore branch at present.

Mr. Jas. Crathern, of Crathern & Caverhill, was down in New York this week.

Caverhill, Learmont & Co.'s travelers start out this week with full lines of samples in shelf hardware.

Demand from jobbers this season for razors and shears specially marked and with their own particular firm name upon the goods is increasing. Painchaud, Squire & Co. note this especially in connection with their bookings for Fox's cutlery.

ONTARIO MARKETS.

TORONTO, Jan. 25, 1896

HARDWARE.

HARDWARE is without any special feature this week, beyond a quietness which is general with nearly all lines. The shipping rooms this week present an unusually quiet appearance. Orders for immediate delivery that are coming in

are for small parcels. The bulk of the orders being taken now are for import and forward delivery. If anything, plumbers' supplies are in a little better demand. Tinware on city trade account is in fair demand. New lists have been issued on tinware. For skates an occasional order is still being received. An improved demand is to be noted for bright iron wire. In cutlery and sporting goods there is practically nothing doing.

WIRE—A better demand is to be noted for bright iron wire, used by tinnerns for making up spring stock. Coppered wire, both steel and spring, has maintained the improvement noted last week. There is practically nothing doing in other kinds of wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Continues dull. We quote: 3 $\frac{1}{4}$ c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Copper wire continues in fair demand at the 10 per cent. discount.

ROPE—Continues dull. We quote: Sisal, 7-16 in. and larger, 7c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 7 $\frac{1}{2}$ c. Manilla, 7-16 in. and larger, 9 $\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 9 $\frac{1}{2}$ c.; deep sea line, 13 $\frac{1}{2}$ c. for water laid, and 14 $\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Business is still dull. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues slow. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Are quiet at 55 per cent.

HORSESHOES—Business is of a limited character. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—Business continues quiet, with discounts as before.

CUTLERY—The conditions are much the same as a week ago, there scarce'y being any business doing in this line.

SPORTING GOODS—There is practically nothing doing.

COW TIES—Continue quiet at unchanged prices, namely \$1.25 to \$2.80 per dozen.

GREEN WIRE CLOTH—There is a little being done in the way of booking orders for forward delivery. We quote \$1.60 per 100 square feet.

COIL CHAIN—Trade is much as before, no improvement yet being apparent in the demand.

SKATES—An occasional express order is being received, but otherwise there is practically nothing doing.

PLUMBERS' SUPPLIES—An improvement is to be noted in this line, although the increased trade is nearly, if not altogether, on city account.

SCREWS—Quiet. We quote: Flat head bright, 77 $\frac{1}{2}$ per cent.; round head bright, 72 $\frac{1}{2}$ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Are quiet and unchanged at \$26.50 to \$27.

CHURNS—A fair number of orders are being taken for delivery in the spring. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Orders are being booked for spring delivery, and a few small lots of spades and shovels are going out.

BUILDING PAPER—Inactive and unchanged. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

POULTRY NETTING—A fair number of orders are still being booked for future delivery. Discounts, 65, 10 and 70 per cent.

TINWARE—Orders are coming in more freely. New lists have been issued, and the discounts on a number of lines have been changed. The discounts are not as uniform as they were.

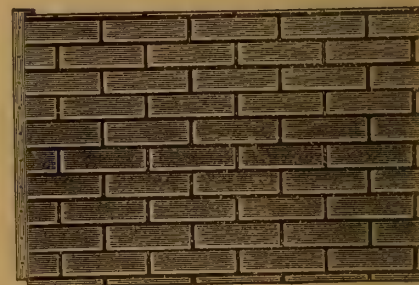
MILK CAN TRIMMINGS—Trade is quiet yet. Discounts, 25, 10 and 7 $\frac{1}{2}$ per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Trade is being fairly well maintained, this being especially marked in galvanized iron and sheet steel. Tinned iron is in more request, and some good shipments have been made in pig lead. On ingot copper prices are practically higher.

BAR IRON—Business is merely of a moderate character. Base price for ordinary lots is unchanged at \$1 70 to \$1.75.

SHEET STEEL—Some improvement has developed in this line during the week, both in "Dead Flat" and No. 2 quality. We quote: 8 to 16 gauge, \$2 75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—A better demand is also to be noted for this article. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2 50; 28 gauge, \$2.60.

TINNED IRON—Shipments from stock are increasing, but the principal movement is not expected till about March. Import orders are coming in a little more freely than they were. We quote: Up to 20 gauge, \$5 75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

PIG LEAD—Some good shipments have been made during the week. We quote 3¼ to 3¾c.

LEAD PIPE—The conditions are much as before, both with regard to business and prices. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Demand continues good, during the week quite a number of enquiries having been received for the heavier gauges from 20 to 24. Stocks are comparatively light. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Has been going out freely during the week, both in Lamb and Flag and Straits. We quote large lots at 16c., and small lots at 16½ to 17c.

INGOT COPPER—The demand for this also shows some improvement, and we quote fractionally lower at 11 to 11½c.

SHEATHING COPPER—A number of good sales in bath copper have been made during the week. Braziers' copper is also going out fairly well. In sheathing copper the principal business is in the way of import. We still quote 14 to 14½c. for 16 oz.

IRON PIPE—The market is a little easier, although there is no quotable change to note yet. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Continue quiet and featureless. We quote: Domestic galvanized, 30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—There is no change to note, business still being quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—Are more active than they were, and the demand is principally for the better grades. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3 15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

A few import orders are being taken at figures named last week, but there does not appear to be any great desire to push business, and it is the general opinion that some of the large houses have not yet placed their orders. A slight improvement is to be noted in the movement from stock, but business in this particular is still light. There is considerable enquiry for plate glass, but it is principally for future delivery. Fancy glass is quiet. We quote: Window glass, from

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

stock, \$1.20 to \$1.30 for first break in 50-foot boxes; import, \$2.20 to \$2.25 for first break, net, 30 days, in 100-foot boxes; plate glass, discount 25 per cent.

PAINTS AND OILS.

"Dull at present, but a bright outlook," seems to express the situation in this particular branch of the hardware trade. Most of the orders are for forward delivery, although some far-seeing dealers, mindful of the rush and delay which ensues in April, when everyone is clamoring for goods, are stocking up now.

WHITE LEAD—Is meeting with a brisk demand and is firmly held at our last quotations. We quote at 4¾ to 5c., No. 1 at 4½c., No. 2 at 4¼c., dry white lead, in kegs, 5c.; red lead, 4 to 4½c.; No. 1 red lead, 25c. per 100 lbs.

MIXED PAINTS—Are being freely booked at from \$1 to \$1.05 per gallon. For second quality 90c. is the figure asked.

JAPANS AND VARNISHES—Are being pushed vigorously, and the number of "factories" is legion. Good brands maintain their price, and the "just-as-good" kind are sold at any figure; like the huckster's scissors, being "made to sell." Gums are much firmer.

PARIS GREEN—Is now a great comfort to the early buyers, as they are enabled to dispose of their purchases at a fair margin. From day to day the market gathers strength on account of scarcity in chemicals. However, good buyers can still pick up some lots at our last week's quotations. We now quote: Casks, 13½c.; drums, 14c.; 1-lb. packages, 15c.; ½-lb., 17c.; ¼-lb., 19c.

TURPENTINE—Is strong in the south. Montreal quotes 48c., 4 months. We saw an invoice to-day at 45c. net 30 days in Toronto. But at the same time we know of one firm that is quoting 42c. for 5-barrel lots and 43c. for anything less. This firm, however, states that this quotation is likely to be cancelled any day.

LINSEED OIL—The price is still being cut, at least one house doing business on the basis of 49 and 52c. for raw and boiled, respectively. Some houses again quote 51 to 52c. for raw, and 54 to 55c. for boiled.

CASTOR OIL—Is quiet at 6½c. in cases, and in sing'e tins at 7 to 7½c.

HIDES, SKINS AND WOOL.

HIDES—Steady, with demand fair. Dealers pay 5c. for No. 1, 4c. for No. 2, and 3c. for No. 3. Cured hides quoted at 6 to 6¼c.

CALFSKINS—6c. for No. 1, and 5c. for No. 2. Sheepskins unchanged at 80c.

WOOL—Trade quiet. Fleece, combing, is quoted at 23 to 24c.; clothing, 23c., supers., 21 to 22c.; extras, 23 to 23½c.

PETROLEUM.

There has been a slight decline in American oil. Demand is seasonably fair. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21½c.; Pratt's Astral, 23c.

MARKET NOTES.

Dry lead is cabled dearer in England.

The manufacturers of sanitary earthenware in Canada have formed an association.

The Toronto Silver Plate Co. start up this year with several large prize trophy orders in hand. They make a specialty of this class of goods, and their new designs are finding great favor with the trade.

M. & L. Samuel, Benjamin & Co. are this week showing a line of trace chains which have been slightly damaged by water. The chain is of the standard length and gauge, and the trade are requested to write for quotations, giving quantity required, as they are being offered at low figures.

One of the handsomest little things we have seen in the way of catalogues is that which has just been issued by the "Dayton"

bicycle people, who are represented here by J. & J. Taylor. The illustrations display an unusual degree of excellence, particularly those on the front and back covers, which are handsomely lithographed.

Coulter & Campbell have completed, for the Dominion Brewery Co., of Toronto, one large beer cooler, and for the Reinhardt Brewing Co. a large copper brewing tub and dome. They are also building one copper steam-jacket brewing kettle, capacity 125 barrels, for the Walkerville Brewing Co., of Walkerville, Ont. For J. J. McLaughlin, of Toronto, they are building one of the largest soda-water pumps ever constructed in Canada.

A new line of cycle enamels is announced by the Jas. Robertson Co., Ltd. It will be put up in ¼ and ½-pint self-opening tins, and will comprise a range of about ten staple colors. Other tints can be blended by the purchaser. One of the chief features of these colors will be their quick drying qualities, ten or twelve hours being quite sufficient to make the coating thoroughly dry. Sample cards of both furniture and bicycle enamels are now being prepared, and will be ready for distribution in about a week.

The Toronto Silver Plate Co. have completed their stock-taking and important changes to their working plant, and start up the year with a full complement of men. They are now busy producing new designs for the season's trade. Manager Gooderham reports a successful 1895 business, particularly as to volume.

Pickard's patent sink strainer is being put in stock by M. & L. Samuel, Benjamin & Co., of Toronto. This strainer is described as the best selling strainer on the market,

and is a decided acquisition to the list of household utensils, keeping the sink clean, and obviating the breeding of disease from this source. The firm will quote prices on application.

M. & L. Samuel, Benjamin & Co., are booking forward orders for milk can trimmings. They are handling both the broad hoop pattern and the iron clad pattern. The latter have the same advantages as the broad hoop and differ from them only by having a narrower and thicker hoop, which does not require an inside hoop, and can therefore be sold cheaper than the broad hoop.

H. S. Howland, Sons & Co., have been appointed agents for the Crocker Fertilizer and Chemical Co., Buffalo, N.Y. This company have been manufacturing "Honest Fertilizers" for some ten or twelve years and have built up a business in the United States of very large proportions. Their goods are well known and give universal satisfaction. This is a line of goods in which every hard-

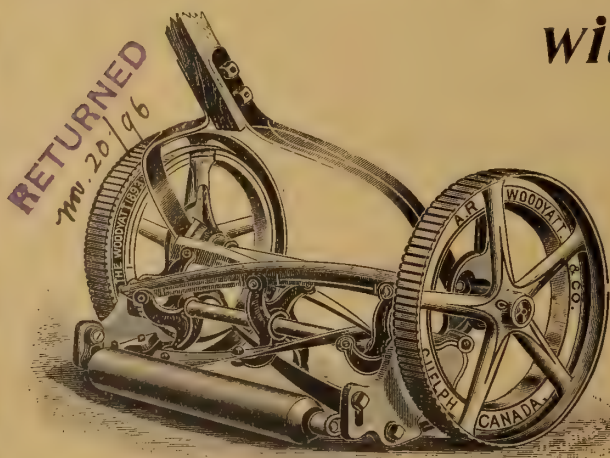
WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

The Woodyatt

with Grass Box



Will revolutionize the Lawn Mower Trade for 1896. It is such an improvement on machines of the past that the difference in price is a mere nothing.

Gathering grass as it is cut means quite a saving of time and labor. You had better investigate the "Woodyatt" before you place orders.

A. R. Woodyatt & Co. - Guelph



MILK CAN TRIMMINGS

Our Patent Bottom still keeps the lead. You can make a better can in less time, with less solder, than with ordinary trimmings. Mechanics endorse them.



FARMERS ASK FOR THEM AND WILL TAKE NO OTHER.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

wareman in Canada should take some interest. H. S. Howland, Sons & Co. have already received a great many orders, and their customers throughout the country are taking up "Honest Fertilizers" with the idea of placing sample lots with farmers. If the tests which will be given the fertilizers this season give the satisfaction which is guaranteed by the Crocker Fertilizer and Chemical Co., no doubt a large trade will be had for the goods another season. Fertilizers are a good line and it will pay every hardware dealer to take an interest in them.

UNITED STATES MARKETS.

NEW YORK, Jan. 24, 1896.

PIG TIN—There was no speculative action whatever here, and cable advices from the foreign market were tamer than they have been for some time past. Purchases for consumption and interior trade account were almost on a very moderate scale. Prices were also stationary at 13.10c. net cash for round lots and 13.20 to 13.25c. regular for ordinary jobbing quantities.

COPPER—There is no change in the character of the business passing in this quarter. Consumers' orders are of small size, for the most part, and dealers are taking only what may be needed to keep a fair working stock intact. Export movement is fairly good, yet mostly in the form of consignments and deliveries on old contracts, but this affords only slight relief, since competition continues keen in prominent quarters. Prices remain at about 9½ to 10c. for Lake Superior ingot, 9½c. for electrolytic and 9¼c. for casting stock.

PIG LEAD—Operations here were on a moderate scale, and buyers manifested rather indifferent interest. The offering for early delivery was moderate, however, with seeming disinclination to sell for early shipment except at prices higher than those that have ruled of late. The market price here is about 3.02½c. for carload or larger lots. London cable to the Exchange was £11 2s. 6d. for soft Spanish.

SPELTER—The market is still in rather uncertain shape. Consumers buy sparingly and smelters offer very reservedly. Nothing new comes to light regarding the producers' combination, but that it is practically completed seems quite probable. Prices for delivery here and at common point are about 4 to 4.05c. for standard brands. London cable to the Exchange quoted £14 5s. for good merchant brands.

ANTIMONY—Jobbing movement continues fair, and prices remain steady at 7¾ to 7½c. for Cookson's; 6½ to 7c. for Hallett's, and 6¾ to 6½c. for Japanese, prompt delivery.

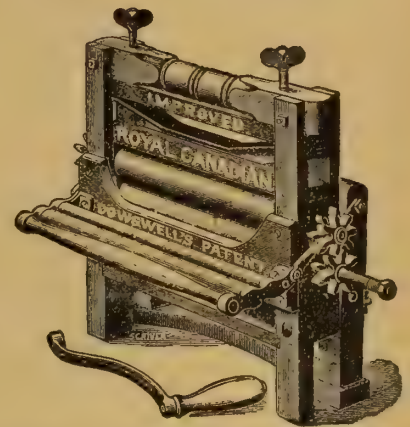
TIN PLATE—Business still drags wearily, and orders are still mostly of rather small size, with other than early deliveries seldom called for. Prices stand about as they have been for some time past, but appear rather weak.

IRON AND STEEL—In pig iron there is nothing really new. Business makes a fair showing all told, but buyers are still very conservative, and secure ordinary brands of foundry and mill grades at old prices. Old material meets with very slow sale.

Light section tee rails, 25-lb. upward, have been selling fairly, in good part for construction of suburban electric railroads. The

prices were not made public but known to be relatively lower than the combination rate for 40-lb. and heavier sections. There were rumors of lack of harmony in the combination and of a probable reduction in price, if not a rupture of friendly relations, in the near future.

The Nova Scotia Steel Co. have just completed a new open hearth steel furnace, with a fifty-ton capacity, increasing their output about fifty per cent.



SOLID WHITE RUBBER ROLLS. The quickest tub fastener known, and perfect in action. Two Pressure Screws, double gear at each end, metal bearings. **Brass Caps at each end** of top bar, making it the finest finished Wringer in the market. **Every Wringer with our name on is Warranted.** Manufactured by

DOWSWELL BROS. & CO.

HAMILTON, ONT.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

— LONDON, ONT.

Acme Skates

Two Thousand Pair just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

THE RIGHT KIND OF A SENATOR.

THE Dominion Government sometimes makes a judicious appointment, and the Senate sometimes receives an addition that cannot be dubbed an old fogey or that is lacking in business qualifications. We must all acknowledge this, whatever may be our attitude toward either the Government or the Senate.

HARDWARE AND METAL is inspired to these remarks by the appointment of Mr. J. O. Villeneuve to the Senate.

The appointment is one of the most judicious that has been made in a decade at least, for Senator Villeneuve possesses the rare qualification of being both a practical and successful business man and a politician. Would that we had more such men, not only in the Senate, but in Parliament and in the Cabinet. Had we, farther advanced would Canada be to-day, and spared would the country have been the disgraceful circumstances and scenes which have been enacted the past few weeks in the Cabinet and in the House.

Politician and all as Mr. Villeneuve may be, he is above all a business man. He is head of the firm of J. O. Villeneuve & Co., wholesale grocers, wine and spirit merchants, and started into business away back in 1862 at 1260 St. Lawrence street, Montreal, at which place the firm is still to be found.

Harp as pessimists may regarding the difficulty of doing a strictly honest business, the world has a warm spot in its affections for the honest man, the man of backbone and principle. Mr. Villeneuve is of this kind, and the fact that he is one of the most popular men in the Province of Quebec, as well as the recipient of many public honors, demonstrates that he has not gone unrewarded, whilst of the coin of the realm he is said to have accumulated several hundred thousand dollars. Senator Villeneuve is a man whom the youths of Canada may do well to emulate.

His public life has been as successful as his business life. In 1886 he was elected to represent Hochelaga in the Quebec Legislature, and he is still its honored representative. For seventeen years he was councillor and Mayor of St. Jean Baptiste village.

When that village became part of Montreal he became one of the aldermen of the commercial metropolis. He is still a member of the City Council, and in 1894 was elected to fill the Mayor's chair. "He is one of the best men that has sat at the Montreal Council Board," remarked a gentleman to HARDWARE AND METAL.

Besides looking after his business and performing the duties appertaining to the municipality and the state, Mr. Villeneuve manages to find time to lend his assistance to other institutions: He is a director of the Dominion Cotton Mills and the Banque



SENATOR VILLENEUVE

Nationale, and a member of the Harbor Commission and the Board of Trade.

The country is to be congratulated even more than Mr. Villeneuve on his elevation to the Senate. He is the class of man the Senate needs badly. The Government is to be commended for the wisdom of its choice. We urge it to go and do likewise in regard to the other vacancies, and the Senate will then soon become as noted for its efficiency as it now is for its inefficiency.

HARDWARE AND METAL has long advocated the appointment of business men to the Senate, and we are in a congratulatory mood over the selection of Mr. Villeneuve.

LINE BETWEEN CASH AND CREDIT.

"The country merchant now finds it necessary for him to draw a sharp line between cash and credit on the boot question," says a writer in *The Shoe and Leather Facts*. "I do not say it is policy to sell boots on a cash basis exclusively. I say it is an absolute necessity. Even if you sell your other goods on credit you must make it an imperative rule that boots and shoes shall not go out of the store in that way. Even if they are paid for after a time you cannot afford to wait. The amount involved is, in the aggregate, entirely too much, and money is worth 6 per cent. any day, and much more when it comes to calculating the discount on a bill. A merchant with a pressing need of ready cash to settle 'a little bill,' and whose resources are represented by the balances, good, bad or indifferent, on his books, is in about as enviable a position as a courtier afflicted with a white elephant on which he is not able to realize. It requires the management of a veritable 'Napoleon of finance' to make money when handicapped in this manner, and so men who are conscious of being possessed of less extensive capabilities should, or rather must, try to invent some way to escape the affliction, especially since the best way for us is also the simplest, the simple 'No.'"

C. T. A. MUTUAL BENEFIT.

The 15th annual meeting of the Commercial Travelers' Mutual Benefit Society was held on Saturday night at the C.T.A. rooms, Toronto. The Board of Management presented a report, which showed the society to be in

a more prosperous condition than ever before. After paying all death claims for the year the sum of \$9,389.10 has been carried to the reserve, in addition to \$1,510.69 from general expense account. The reserve is now \$32,440.48. The number of members is 22,253, which will probably be much increased, since the organization will henceforth admit merchants, their clerks and salesmen.

Forest Council for 1896 will consist of two grain dealers, two undertakers, one banker, one cattle dealer, one contractor, one saw mill owner, one pump maker, one agent and one merchant.

SPOONS AND FORKS MADE FROM

Aztec Coin Metal

COMBINE ALL OF THE FOLLOWING DESIRABLE FEATURES:

**DURABILITY****UNIFORMITY****LOW PRICE**

**QUETZAL
PATTERN**

IS

MADE

ONLY

IN

THE

**AZTEC
COIN
METAL**

Write for Descriptive
Illustrated Leaflet

**STRENGTH****SIMILARITY TO STERLING SILVER**

The Toronto Silver Plate Co.

Factories and Salesrooms
KING STREET WEST



TORONTO, CANADA

E. G. GOODERHAM, Manager and Sec.-Treas.

A. ROOT, LYN, ONT.Manufacturers of **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents**HARDWARE AND METAL, Toronto****WESTERN**Incorporated
1851.**ASSURANCE COMPANY****Fire and Marine**

Capital - - - \$2,000,000.00
Assets, over - - - 2,375,000.00
Annual Income - - - 2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office.

No medical examination is required for our pension.

Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

WHY SOUTHERN IRON IS CHEAP.

AT short intervals during the past year or two, says American Manufacturer, somebody would bob up in the technical press with figures relative to the cost of pig iron making in the south. These figures sometimes caused long drawn out discussions, as some authorities placed the cost surprisingly low. Some explanation of these low figures has been given by a gentleman who thoroughly understands southern industrial conditions. This is Mr. H. S. Fleming, M.E., who occupies considerable space in the latest issue of The Tradesman, describing southern iron manufacture during the past year. In discussing the present cost of iron, he says that various sensational statements have been made that pig iron could be produced for less than \$5 per ton, but that figure has never been reached. He says, however, that \$5.75 has been the cost at furnaces controlling and operating their own ore and coal lands and coke works, and cannot be figured out of the selling price in open market of the materials. In accounting for these low figures, Mr. Fleming says:

The reason is, and it is just as well to admit it, that the entire system of cheap production of pig iron in Alabama and Tennessee, and nearly the same holds good for Virginia, is based upon the profits of the "company store." Whether or not this store system is iniquitous, depends upon the method of conducting it. Properly and equitably managed it is an undoubted advantage to both the workman and the company, but unscrupulously managed it is an outrage on civilization. As handled by some companies, the annual net profits of the store are from 25 to 100 per cent., and while no employee is actually compelled to purchase his supplies there, if he does not do so, some good reason for his discharge will be found. Still another source of profit to the companies has been the practice followed of giving time checks and then cashing them for from 75 to 85 per cent. of their face value. At one time this was done openly. Now it has been ostensibly stopped, but it is a fact of common knowledge in Birmingham that time checks on certain companies are freely bought. The companies say they will decline to honor them—still, they are taken at greatly reduced value in exchange for goods, and even bought outright for cash by tradesmen and petty speculators. These various means of reducing costs are not by any means only in the labor in the actual production of the iron. They affect the cost of mining coal, making coke, mining and preparing ore, and in every part of the production of raw material. The individual mine owner depends upon them as by such means he can reduce his "costs" and sell at a low price.

A MACHINE MORE THAN HUMAN.

The latest in the way of electrical progress is announced by Julius Emmner, of Washington City, who says that he has invented a machine which will record a man's thoughts. He states that this machine "receives the magnetic thought waves which stream from the physical brain of the operator, and portrays them with microscopic fidelity, in an imperishable message." The record of some men's thoughts thus shown up would be a sight fearful to look upon, adds American Manufacturer.

IN RE

WM. CLENDINNEN & SON**Iron Founders****MONTREAL**

Tenders are invited by the undersigned for the purchase of

Foundry Buildings, Plant, etc., at St. Henri, Montreal

The establishment comprises—

PIPE FOUNDRY, fitted with steam cranes for ramming and hoisting, cupola hoists, testing machines and all other requisites for manufacturing water and gas pipes of all sizes.

STOVE FOUNDRY, about 300 feet by 60 feet, fitted with two cupolas, power and other hoists, core machines, grinding machines and all other appurtenances for a first-class concern.

MACHINERY AND JOBBING FOUNDRY, with power and other cranes, 30-ton cupola and the general outfit required for a large daily output.

MACHINE SHOP, with 6 drills, 5 gap and engine lathes, planers, shapers, travelling cranes, dynamo, blowers, etc.

NICKEL-PLATING SHOP, with dynamo, batteries, polishers, etc. 1 Engine, 75 h.p.
2 Boilers, 75 h.p. each.

Blacksmith Shop, with power hammer, etc.

PATTERN SHOP, with saws, lathes, planers, edgers, etc.

The works are built on the bank of the Lachine Canal, and cover an area of about 350,000 feet, being also in close proximity to the line of the Grand Trunk Railway.

The establishment is the finest of its kind in Canada, and was designed and laid out by a competent engineer after an inspection of the most modern foundries in the Northern States.

Further particulars on application to

KENT & TURCOTTE

Accountants

97 St. James Street, Montreal**Church's Cold Water Alabastine**

The Best Wall Coating on the Market.

Sold by **Paint and Hardware Dealers** everywhere.

New Advertising Features this Season.

150 Newspapers

Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.**PARIS, ONT.**

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

THEILE & QUACK

ELBERFELD, GERMANY

Fine **POCKET CUTLERY**
RAZORS
SCISSORS

From all Quality unsurpassed
Wholesale Dealers.

LAMPLOUGH & McNAUGHTON
Agents for Canada
MONTREAL

Alexander Macpherson & Son

Barb Wire,	Plain Wire,
Plyers,	Green Wire Cloth,
Sap Spouts,	Babbit Metals,
Skate Sharpeners,	Valves,
Skates,	Harvest Tools,
Nicholson and American Files,	
Cant Dogs and Handles.	

WRITE FOR PRICES.

378 St. Paul Street . . . **MONTREAL**

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

GERMAN PLATE GLASS TRADE.

"The condition of the plate glass industry has improved towards the end of the year, because a change in the constitution of the factories took place on October 1," says Kuhlows. "The six plate glass factories of Germany, which are so capable of production that a great part of their product must find a market abroad, have established a sale bureau at Cologne, which distributes the orders among the different factories according to their respective capacity. There are such combines in many other articles, but they do not injure the public, because, on the one hand, the extension of these combines does not do away with competition, on the other, because the import duty ranges within moderate limits (10 to 30 per cent.) In the case of plate glass, however, the duty is very high, and means really an addition of 50 per cent. to the price of the world's market of large plates, and of 60 to 70 per cent. for inferior smaller ones. Thus, the plate glass industry has crystallized into a regular monopoly, because there is no competition at home, and foreign competition is practically excluded by the duty and the larger cost of transport. It is true that the factories have not advanced old prices as yet; they have been satisfied to cancel the usual premium paid to dealers on their annual sales."

German manufacturers of illuminating glass ware advanced prices 5 per cent. on October 1. This is an advance of 15 per cent. over prices ruling before March 15th. These prices will prevail till March 1, 1896. The factories are all working in full, and the majority of them do not accept any more orders for this season. The first two months after the organization of the combine about 400 carloads of goods were sold at advanced prices. This is a great showing, as it must be considered that the regular purchases for the season were made earlier already.

HINTS ON STORE DISPLAYS.

Even in small towns, the hardware dealer, especially when he combines stoves and a complete line of household goods with his strictly hardware business, occupies two or more floors as salesrooms. In such instances the opportunity for display offered by the second-storey windows should not be neglected. Particularly if the windows are large and are of plate glass, the chance for displaying stoves and ranges and large household goods is excellent, and will, besides, relieve the congestion of the lower windows, and allow them to be devoted more exclusively to strictly hardware lines, although one or two stoves should be shown there also, together with cards calling attention to the up-stairs displays, and to the location of the stove department which, usually in such cases, will be on the second floor.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

Brushes

SPRING 1896.

**NEW LINES
NEW PRICES
NEW GOODS**

New catalogue now in press, ready
about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Heating Appliances

FOR SALE

We have moved into larger and more commodious offices, and we offer our Furnace, Radiators, etc., at less than half cost. These were put in new three years ago. Can be seen at this office.

HARDWARE AND METAL

TORONTO

PLUMBING. STEAM AND GAS-FITTING DEPARTMENT.

A FEW good contracts have been made by Toronto plumbers lately, and business generally is fair, but the sore spot is prices, it being necessary as a rule to quote figures very low in order to secure contracts.

* * *

The Lancet announces that there will shortly appear in its columns the report of a commissioner specially appointed by it to inquire into the subject of plumbing, in so far as it touches upon sanitary work. The relative efficiency and cost of the plumber's work, as it is carried out in this connection, is to be exhaustively gone into.

* * *

AWAITING DEVELOPMENTS.

The contracts for plumbing and heating for the big Ogilvy dry goods store at the corner of Mountain and St. Catherine street, Montreal, have not yet been asked for. The trade are anxiously awaiting development in this connection.

* * *

THE CHANGES OF BUSINESS.

H. N. Bernier, plumber, St. Hyacinthe, Que., is offering to compromise at 25c. on the dollar.

Geo. A. Woolen, plumber, Antigonish, N. S., has been succeeded by Hoben & Woolen.

* * *

COAL SAVED BY LAGGING STEAM PIPES.

An English engineer has studied the losses that occur by the radiation of heat from unlagged steam pipes and has reduced his results to such a form that they will be appreciated by the average mill owner who has no time to inquire into the mysteries of "calories," "watts" and "B. T. U." This engineer states that from each square foot of bare metal surface of pipe or flange under team, heat is dissipated at a rate equivalent to the consumption of half a ton of coal per annum. Now let the factory manager measure up the surface of bare pipes in his mill and see how long it will take to save enough coal to pay for a first-class pipe covering.

* * *

DEFECTIVE STEAM PIPING.

A few weeks ago, says Industrial Record, we had occasion to call attention to the defective piping which exists in very many otherwise well-designed plants. We mentioned several recent accidents which were due to badly-planned pipe systems, and urged that the laying out of this part of the plant be done by the most careful and experienced men. Since writing the article above referred to, an accident has occurred that was more serious in its results than those mentioned in our former issue. We refer to the bursting of a steam pipe on the

American Line s.s. St. Paul, which caused the death of nine men. The steamer was to sail at 11 a.m., and the engineers were preparing to give the engines a thorough warming up and turning over, so as to have all in readiness for the start. The normal steam pressure was 200 lbs., and at the time of the accident the gauge showed a pressure of but 130 lbs. The throttle valve was being opened when the main steam pipe of 13 inches diameter burst and all who could not instantly escape were scalded to death.

The thickness of the walls at the point of rupture was 1½ inches, and they were of ample strength to bear all normal strain with safety. While the details of the accident have been made public and an investigation made, the exact cause of the trouble may never be made known, but it is probable, however, that the piping which was amply strong under normal conditions, was subjected to a great strain on account of its arrangement. The s.s. St. Paul was built by a firm who have a high reputation for thorough work and the use of only the best material.

TINNERS AS PLUMBERS.

Many tanners are naturally turning to the plumbing trade at the present time, not to the trade as it was formerly conducted, but as it has been latterly carried on, and right good plumbers do they make, particularly when they take the trouble to become equipped with the scientific part of their trade, gained by a course at the trades school, or by careful perusal of books and technical papers. Useful plumbers in advancing the interests of the trade do they also become when they secure membership in a local association, or take the initiative in establishing an association. The plumber and the tinner of the future may possibly blend, not that either will entirely lose his identity, but that the two will be doing similar work in the community at large. Still later, it is possible that the plumber of the period will be a man doing things differing materially from what the plumber of to-day is doing. The trade is not yet finished.—Sanitary Plumber.

* * *

ONE WAY OF GETTING A JOB DONE.

A gentleman of Lewiston, Me., showed, according to an exchange, tact in securing the services of a plumber during a recent cold snap, when pipes were bursted galore and plumbers appeared to be too ready to make promises which they could not keep. This descendent of "the man with an axe to grind" saw a plumber plodding along on foot hampered by a full (?) kit of tools, and invited him to ride a piece. No sooner was the plumber seated in the buggy than he whipped up his horse at a rapid gait, and when the plumber pointed to a house at which he wished to alight, the accomodating

gentleman urged his horse to still greater speed, never reining up until he had reached his own residence, which was far into the suburbs of the city. The plumber took the joke good naturedly and repaired a leaky pipe before he returned to the city. Hereafter, we venture to say, this particular plumber will be careful as to who he rides with when he has a pressing engagement to fill which can easily be accomplished on foot.

WHEN MEN WERE HONEST.

At one time in the highlands of Scotland to ask for a receipt or promissory note was considered an insult, and such a thing as a breach of contract was rarely heard of, so strictly did the people regard their honor. The Presbyterian Witness tells a story of a farmer who had been to the lowlands and had there acquired worldly wisdom.

After returning to his native place he needed some money and requested a loan from a gentleman in the neighborhood. The latter, Mr. Stewart, complied and counted out the gold, when the farmer immediately wrote out a receipt.

"And what is this note, man?" asked Mr. Stewart on receiving the slip of paper.

"This is a receipt, sir, binding me to give ye back your gold at the right time," replied Donald.

"Binding ye, indeed! Well, my man, if ye canna trust yourself I'm sure I'll na trust ye! Such as ye canna hae my gold." And gathering it up he returned it to his desk and locked it up.

"But, sir, I might die," replied the needy Scot, unwilling to surrender his hope of the loan, "and perhaps my sons might refuse it ye, but the bit of paper would compel them."

"Compel them to sustain their dead father's honor!" cried the enraged Celt. "They'll need compelling to do right if this is the road ye're leading them. Ye can gang elsewhere for money, I tell ye, but ye'll find nane about here that'll put more faith in a bit of paper than a neighbor's word of honor and his love of right."

BOARD OF TRADE OFFICERS.

At the meeting of the Toronto Board of Trade, on Tuesday, for the nomination of officers, E. B. Osler was elected president by acclamation, Edward Gurney, first vice-president, and D. W. Alexander, treasurer. For second vice-president, A. A. Allan, Jas. Carruthers and John Flett were nominated.

Campbell Bros. celebrated

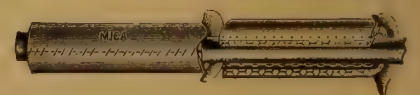
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N. B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

PREFERENTIAL TRADE.

SIR CHARLES TUPPER delivered an address before the Montreal Board of Trade on Monday, on the subject of preferential trade between Great Britain and the Colonies.

Sir Charles said that there were some questions in this country outside the domain of politics, and this was one of them. (Cheers). In Canada there were no two opinions on the subject, and he believed that the cause was making rapid headway at the heart of the Empire.

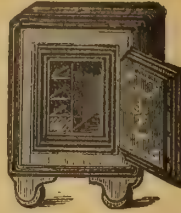
He read statistics to prove that the export trade of Britain was on the decline, and that it was her bounden duty to promote a closer trade relationship with the self-governing colonies. He read from Lord Salisbury's address at Hastings, as well as remarks from other public men in the old land, to show that a radical change had taken place in public opinion on the other side, and that the task of winning the people to the advocacy of a preferential tariff was far from being a hopeless one.

Sir Charles said that the resolutions adopted at the Ottawa conference had created a deep impression on the public mind of England, and he quoted from a paper read before the Colonial Institute showing the advantages England and the colonies would gain if a preferential duty of ten per cent. were imposed. The Secretary of State believed that trade followed the flag, and said that six self-governing colonies of the Empire took eleven times more British goods than the United States, Germany, France, Spain, Brazil and Russia.

Continuing, Sir Charles said that if England wished to expand her trade she must expand her colonial possessions, for there would be her future market, and not in those foreign countries that were surrounding themselves with a protective wall. He had never witnessed so great a change as that operated in the public mind of England during the last six years, and Sir Charles was convinced that as soon as public opinion was ripe for the change there would be no obstacles placed in the way by Lord Salisbury or his Government. (Cheers.)

If the London Congress adopts this policy it will have won important influence in the Government of Great Britain, and he was glad to say that in adopting the resolution of 1892 the Parliament of Canada had done its duty. The London Times had said, in fact, that if all the colonies adopted these resolutions it would be the duty of Her Majesty's Government to see that they were carried out.

Sir Charles referred to what he called the lion in the path—the unfortunate treaties with Germany and Belgium. These treaties, he said, were now deplored by the public men of England, and he believed that a firm stand on the part of the Imperial authorities would bring about their modification. He strongly criticised the speech on the question by the Marquis of Ripon, and showed that it was more profitable to cultivate the trade of the colonies than that of the two foreign nations, just named. He was also of the opinion that such a policy would have the effect of lowering the hostile tariff of foreign nations and he cited the ungenerous treatment meted out to England and the blow dealt at Canada by the McKinley tariff of the United States.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., Montreal, P. Q.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc.

MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for **IMPORT** orders solicited. **CUTLERY** in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, **TORONTO.**

A. C. LESLIE & CO.

. . . MONTREAL

SPRITE CYCLES
LEAD **QUALITY**
FOR **FINISH**
LOW PRICES

CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C.

BRUSHES

**R
U
S
H
E
S**

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE Toronto Gas Stove and Supply Co., Toronto, have assigned to E. R. C. Clarkson. The liabilities are estimated at \$10,000.

D. Clement, general merchant, Alfred, Ont., has assigned.

R. M. Coombs & Co., general merchants, Elkhorn, Man., have assigned.

The liabilities of L. McKelvey, general merchant, Minden, Ont., are \$4,000.

J. W. Chapman, blacksmith, Warwick, Ont., has assigned to Nelson Wiley.

R. Lavelle, tinware and stoves, Hamilton, has assigned to C. S. Scott, of Hamilton.

Daniel McBride, Hamilton, dealer in fuel and coal oil, has assigned to C. S. Scott.

Gannon Bros., general merchants, North Sydney, N.S., have assigned to John Carey.

David Ballentyne, general merchant, Bristol, Que., has compromised at 40c. on the dollar.

The creditors of J. J. McCrae, general store, Sarnia, will meet on the 25th in the office of Richard Tew, Toronto.

The liabilities of R. J. Hovenden, the insolvent painter, Toronto, are \$25,700, of which \$15,700 are direct and \$10,000 indirect.

R. L. Rolls, general merchant, Centreton, who assigned to R. Tew recently, is offering to compromise with his creditors at 50 cents on the dollar.

John Pratt, general merchant, Bloomfield, P.E.I., and Louis Bennie, in the same line at Elmsdale, P.E.I., have both assigned to John A. Matheson.

Danford Roche & Co., general merchants, Newmarket and Woodstock, are offering their creditors 30c. on the dollar. The statement presented showed ordinary claims against the firm of \$34,195.16, and preferred claims of \$1,245.50. The assets, consisting almost entirely of stocks in the Woodstock and Newmarket houses, are valued at \$23,003.69. Ten years ago Danford Roche & Co. were doing business in Newmarket, and leaving that place started in Toronto, with an estimated capital of \$20,000. In two years they incurred liabilities of \$100,000, and compromising at 60 per cent. on the dollar, removed to Barrie. From Barrie the firm transferred its business to Collingwood, but making another change, returned to Newmarket, where it assigned in February, 1890. Then Mrs. Roche, the mother of Danford Roche, purchased the stock, and continued the business till the present assignment.

CHANGES.

Hercule Lamouche, painter, is commencing business in Montreal.

John Shiel, blacksmith, Stratford, has sold out to John Yeaudle.

J. B. Pauze is opening out in the hardware business in Montreal.

Adolph Gobier has begun business as a blacksmith at St. Martin, Que.

Narcisse Marsolais, blacksmith, St. Esprit, Que., is giving up business.

Mills Bros., general merchants, Eganville, have been succeeded by Alex. Mills.

Joseph Leveille, blacksmith, St. Roche de L'Achigan has removed to Montreal.

A. A. Casselman is starting into the tinware business in South Indian, Ont.

A. B. Noble & Co., hardware, Shelburne, Ont., have sold out to Hillhouse & Jelly.

Ross & Mow, wholesale carriages, Winnipeg, have been succeeded by Mow & Co.

Gilbert Gaudet, blacksmith, St. Jacques L'Achigan, Que., has gone out of business.

Wm. Hill, wholesale and retail paints and oils, Montreal, has been succeeded by Hill & Forbes.

The business of John Jennings, wagon maker, Pembroke, is now carried on by Jennings & Cardiff.

S. V. Bray, lumber and general store, Wellesley, has removed to Toronto. Lumber and furniture business continued by Magee Bros. & Co.

SALES MADE AND PENDING.

The general stock of L. Weinstein & Co., St. Jovite, Que., has been sold.

B. Grennan, general merchant, Orillia, is advertising his business for sale.

The stock of W. J. Vanhouten, hardware, Nanaimo, B.C., is advertised for sale.

The assets of Mott & Robeson, general merchants, Athens, are advertised for sale by tender.

The general stock of A. Donville, St. Jean de Chaillons, Que., has been sold at 65c. on the dollar.

The general stock of J. Rougie, St. Louis de Gonzague, Que., has been sold at 55c. on the dollar.

The assets of the Montreal Carriage Co., of St. Louis de Mile End, Que., are advertised for sale.

The assets of Remi Racicot, general merchant, Windsor Mills, Que., are to be sold at auction on Saturday.

The stock of the estate of Samuel Foster, general merchant, Chatsworth, is to be sold by auction on the 30th inst.

W. H. Rediker, blacksmith, Georgeville, Que., is offering his business for sale. Amable L'Allemaud, a Montreal hardwareman, is doing the same thing.

PARTNERSHIPS FORMED AND DISSOLVED.

The Canadian Aluminum Co., Montreal, have dissolved.

Hill & Forbes, paints and oils, Montreal, have dissolved.

Darche & Co., general merchants, Sherbrooke, Que., have dissolved.

And. Beauharnois, the Star Iron Co., Montreal, has registered a new partnership.

Barclay Bros., general merchants, Wawanesa, have dissolved. F. D. Barclay continues.

J. Brown & Co., blacksmiths, Armstrong, B. C., have dissolved. J. H. Schnider continues.

FIRES.

Thomas Hargreave, general merchant, Newmarket, has been burned out.

Rochon & Leclerc, carriage makers, Montreal, have had their premises damaged by fire.

Geo. E. Calkin, hardware, Kentville, N.S., has been burned out; insurance on building, \$4,000.

The stock and premises of C. F. Smith & Co., hardware, Belleville, has been damaged by fire and water.

DEATHS.

F. X. Devillers, general merchant, Montreal, is dead.

Thomas M. Croak, blacksmith, Oxford, N.S., is dead.

B.C. GOLD OUTPUT.

Although the official returns of the output of gold and silver in British Columbia for 1895 are not yet published, says Statistic News-Advertiser, it may be estimated at more than \$2,000,000 above that of any year since the great yield of gold from the rich placer mines of Cariboo in the early sixties.

The Cariboo district last year was the scene of mining activity unknown for more than thirty years, and as a result considerably increased its production of gold. It will, however, yet be a year or two before the large hydraulic claims yield anything like the returns which are expected of them.

In West Kootenay the output of gold and silver ore will approach very nearly to \$2,500,000. Great as is the increase over the previous year, it is not improbable that the year 1896 will witness a production in this district of the precious metals amounting to \$5,000,000 at least and, possibly, even to a much larger figure. Some of the best mines in both the Slocan and Trail Creek districts have only made shipments of ore extracted in their development. With the condition which they have now reached the output of some half-a-dozen mines alone will reach a figure which will show what a future is before that part of British Columbia. The great Silver King mine is also just passing from the development to the producing stage in its career.

BLAIKLOCK BROTHERS

Customs Brokers
Forwarders
Warehousemen

41 Common St. - Montreal

Correspondence Solicited.

The Braender Jet Pump and Water Elevator

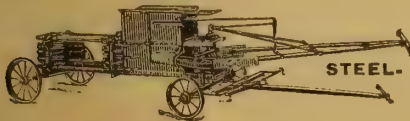
Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.**Thos. Forrester**, 298 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.**FOR IRON FENCING
BANK AND OFFICE RAILINGS**and all kinds
of Iron and Wire
Work, address**Toronto Fence and
Ornamental Iron
Works**73 Adelaide St. W.,
Agents Wanted. Toronto**DEREDICK'S PATENT STEEL SHELL
HAY PRESSES.**

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by **ROYD & CO.**, Huntingdon, Q.**NONE BETTER**

Our large capacity and heavy production enables us to turn out at closer prices probably than any other

The Celebrated

UNICORN MIXED PAINTSEverybody knows the quality is O.K. and the price is **just right**.

Many New Colors added this Season.

A. RAMSAY & SON, - Montreal

MANUFACTURERS



Alexander Works

Meat Choppers

Enamelled white inside and japanned outside.

GREAT FAVORITES

For sale by . . .

WOOD, VALLANCE & CO.

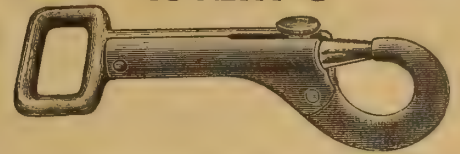
Hamilton, Ont.

**SHEFFIELD'S TRADE WITH THE
STATES.**

The figures which have just been issued by the American Consulate in Sheffield, England, show that there has been a vast increase in the trade of Sheffield with the United States during the 12 months of 1895. Altogether there has been an increase of nearly £150,000. Cutlery and steel are the chief items. While cutlery falls below the last quarter of 1894, steel is considerably higher. In cutlery alone the figures for the last quarter of 1895 were £46,483, £5,500 more than the preceding quarter and £3,000 less than in the last three months of 1894. Steel exports represented £96,602 in the closing quarter of 1895, an increase of £10,000 on the preceding quarter and an increase of £26,931 on the last three months of 1894. The rate of improvement throughout last year was in the corresponding ratio. On the first quarter of the year the value of the whole exports from Sheffield was £112,602, in the second quarter £124,079, in the third quarter £140,806, and in the fourth quarter £158,755. The total for the year was £536,243, against £386,344 in 1894 and £374,430 in 1893; 1895 has been the best year since 1890. There was a falling off from that year, when the exports reached the sum of £642,370, until 1893, the upward movement beginning after the first three months of 1894. The total value of steel exported in 1895 was £330,000, against £206,000 in 1894 and £210,000 in 1893. The total cutlery exports in 1895 amounted to £149,002, against £112,857 in 1894 and £101,719 in 1893.

A NEW TRANSLUCENT ROOFING.

It is stated that about 5,000 square feet of surface on top of the roof monitor of a new forge shop in East Berlin, Conn., consists of an impervious material designated as translucent fabric, which possesses the property of transmitting the light quite well, though giving it a decided yellow tinge. The material consists of a wire cloth, having a mesh of about an eighth of an inch, covered with a product of linseed oil which resembles a flexible gelatine, made by a process not yet disclosed. The roof is said to have sustained itself through severe rainstorms without any leaking, cracking or changing of its shape, the material also remaining unignited when exposed to a temperature of 800 degrees fahrenheit. It has been in use, too, without injury, on a foundry skylight, inclined at an angle of 45 degrees, within twenty feet of a chimney blowing out sparks and small pieces of moulten metal. The fabric weighs from a seventh to a tenth as much as ordinary skylight glass, and is claimed to be especially adapted for skylights of factories and shops, particularly those having iron roofs—differing, according to the description, from what is known as wire glass, in being much stronger as well as a poorer conductor of heat, and by no means transparent.—American Manufacturer.

1875. **COVERT'S** 1896.Our **TRIUMPH Snap** with flat spring, and **BANNER Bolt Snap** with spiral spring, take the lead in price and quality.**Covert's Saddlery Works**, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pillaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.**The Saint John Bolt
& Nut Works****ALEX. RANKINE**, Proprietor
St. John, N.B.**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.BRAND **"C.I.F." THREE RIVERS**

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**"JARDINE"****TAPS AND DIES**

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Any one wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,**HESPELER, ONT.**

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Jan. 24, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
V. R. & Co., "		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 70	

Raven & P. D. Grades -		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
LXXX., "	5 75	6 00
B.C., 12½x17	3 50	3 75
D.X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X.X., 14x56, 50 sheet bxs		
14x60, "	0 06	0 06¾
14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06	
28 "	0 07¼	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 20	
Hoop "	2 20	
Swedish "	4 00	4 25
Sleigh Shoe Steel "	2 50	
Tire Steel "	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb.	0 10	0 14
Russian Sheet, per lb.	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

1-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 67½ p.c.; ½ to 1½ in. 65 and 10		
1½ to 2 in. 70 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head	Per lb.	Per lb.
16 to 24 gauge, per lb.	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04¾
28 "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
1 "	4 75	
5-16 "	4 00	
3 "	3 75	
7-16 "	3 35	
½ "	3 25	
9-16 "	2 95	
5 "	2 85	
3 "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per		
doz. yards,	0 13	0 50
Jack chain, double, per doz.		
yards	0 15	
Jack chain, brass, single, per		
doz. yards	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 11¾	0 12
Lake Superior	0 11¾	0 12
Bolt or Bar.		
Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square		
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet, from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16		
oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16		
oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3

cents per pound.

Planished and tinned, 14x48

and 14x60

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.

35 to 45 "

30 lb. and above, "

Boiler and T. K. Pitts.

Plain Tinned, per lb.

Spun, per lb.

Wire.

Pure, in coils—

From 1 to 20 gauge

From 20 gauge up

Brass.

Roll & Sheet, 14 to 26 gauge

27 to 30 "

30 and up

Sheets, hard-rolled, 24 ft.

Zinc Spelter.

Foreign, per lb	0 04½	0 04¾
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	0 03
Bar, 1 lb.	0 04½	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾

NOTE.—Cut sheets ½ cent per lb. extru.

Pipe, by the roll, usual weights per yard, lists

at 7 cents per lb. and 30 cent. discount.

NOTE.—Cut lengths, net price, waste pipe,

in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard	0 12½	0 13
Wire	0 11½	0 12
	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil,	Per cwt.	
25 lb. irons	\$4 75	
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros.	5 00	
" Decorative	5 75	
" No. 1	5 10	

(f.o.b. Halifax, St. John, Montreal, Toronto

James' genuine

No.

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 05
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 05	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per		
cwt	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls.		
per cwt	2 75	
Yellow Ochre (Royal), per		
cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
" Umber, "	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
olden Ochre	0 03¾	

Varnishes.

(In bbls.)		
No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan, "	1 00	
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

(In bbls.)		
Raw, per gal	0 50	0 51
Boiled, per gal	0 53	0 54

Turpentine.

(In bbls.)		
-Barrel lots	0 42	
	0 43	

Castor Oil.

Best, per lb	0 06½	0 07½
--------------------	-------	-------

Cod Oil.

Cod Oil, per gal	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)		
Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. Le Page's, discount	20 to 25	
per cent off list, Munn's, discount	25 to	
30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.		
B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dia. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Amer.		
Central Fire Cartridges, pistol sizes, Dom.		
30 per cent.		
Central Fire Cartridges, Sporting and Mili		
tary, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer.,		
net list. B. B. Caps, discount 45 per cent.,		
Amer.		
Loaded and empty Shells, "Trap" and		
"Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb.	per lb	
bags	1 00	
Best thick brown or grey felt wads, in		
½ lb. bags	0 70	
Best thick white card wads, in boxes		
of 500 each, 12 and smaller gauges	0 99	
Best thick white card wads, in boxes		
of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes		
of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000		
each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000		
each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000		
each, 8 gauge	0 2	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M.
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 39
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb.	0 11	0 15
--------------------	------	------

[Bolts.

Carriage, dis., 60 p. c. off new list.		
Tire, dis., 60 per cent.		
Stove, dis., 35 to 40 per cent.		
Elevator, dis., 35 and 5 p. c. off new list.		
Machine, dis., 35 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		

Loose Pin, dis. 60 and 10 to 70 per cent.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids.	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 85	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foot's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount, Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foot's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis, per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.	Per 10 ft.
14 to 25	4 45	2 20	2 10
26 to 30	4 50	2 30	2 20
31 to 35	4 55	2 40	2 30
36 to 40	4 60	2 50	2 40
41 to 45	4 65	3 00	2 50
46 to 50	4 70	3 10	3 00
51 to 55	4 75	3 20	3 10
56 to 60	4 80	3 30	3 20
61 to 65	4 85	3 40	3 30
66 to 70	4 90	3 50	3 40
71 to 75	4 95	4 00	3 50
76 to 80	5 00	4 10	4 00
81 to 85	5 05	4 20	4 10
86 to 90	5 10	4 30	4 20
91 to 95	5 15	4 40	4 30
96 to 100	5 20	4 50	4 40
101 to 105	5 25	4 60	4 50
106 to 110	5 30	4 70	4 60
111 to 115	5 35	4 80	4 70

Window.

Wi Box	Star.	Per 50 ft.	Size United Inches.
	1	2 30	14 to 25
	2	2 35	26 to 40
	3	2 40	41 to 50
	4	2 45	51 to 60
	5	2 50	61 to 70
	6	2 55	71 to 80
	7	3 00	81 to 85
	8	3 05	86 to 90
	9	3 10	91 to 95
	10	3 15	96 to 100
	11	3 20	101 to 105
	12	3 25	106 to 110
	13	3 30	111 to 115

KNIVES.			Bailey's (Stan. R. & L. Co.), 50 per cent.			SCALES.			Swedes, upholsterers', American (1 to 60		
Claus, bread, cake, and paring knives, 87.00			Miscellaneous, dis. 25 per cent.			Gurney Scales, 50 p.c.			6 oz.)		
doz. sets nett. to 10 per cent.			Bailey's Victor, 25 per cent.			B. S. & M. Scales, 50 p.c.			Swedes, upholsterers', American (8 to 24 oz.)		
Hay knives, spear point, L or T handle, 60 per cent.			PLANE IRONS.			Champion, 60 per cent.			Swedes, carpet, gimp, lace brush, blued and tinned.		
Lightning, per doz. 6 50 8 40			English, per doz. 2 00 5 00			SCRAPERS.			Zinc tacks, 35		
Heath's, 52½ p.c.			PLIERS AND NIPPERS.			Box, per doz. 2 10 4 50			Copper tacks and nails 60		
LADLES.			Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.			Foot, " 0 40 3 50			Leather carpet tacks 30		
Melting, per doz. 1 70 4 50			Button's Imitation, per doz. 5 00 9 00			SCREENS.			Trunk nails, black and tinned 65		
LEMON SQUEEZERS.			German, per doz. 0 60 2 60			Window, patent, per doz. 3 50 4 50			Clout nails 62½		
Porcelain lined, per doz. 2 20 5 60			PLUMBS AND LEVELS.			Door, per doz. 8 75 9 00			Cigar box nails 45		
Galvanized, " 1 87 3 85			R. & L. Co., dis. 70 and 10 p.c.			SCREW DRIVERS.			Lining nails in papers 10		
King, wood, " 2 75 2 90			POPPERS.			Sargent's, per doz. 0 65 4 00			" " solid heads, in bulk. 42½		
" glass, " 4 00 4 50			Corn, square, per doz. 1 35 2 00			SCREWS.			Saddle nails in papers 10		
All glass, " 1 20 1 30			PRUNING SHEARS.			Wood, F. H., iron, and steel, dis. 77½ p.c.			" " in bulk 15		
LINES.			Per doz. 4 00 5 50			" R. H., " dis. 72½ p.c.			Tinned capped trunk nails 15		
Fish, per gross. 1 05 2 50			PULLEYS.			" F. H., brass, dis. 75 p.c.			TAPE LINES.		
Chalk, " 1 90 7 40			Hothouse, per doz. 0 55 1 00			" R. H., " dis. 70 p.c.			English, ass skin, per doz. 2 75 5 00		
LOCKS.			Axe, " 0 22 0 33			Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.			English, Patent Leather 5 50 9 75		
Canadian, dis. 50 p.c.			Awning, " 0 35 2 50			Bench, wood, per doz. 3 25 4 00			Chesterman's, each 0 90 2 85		
Russell & Erwin, per doz. 2 90 7 50			PUMPS.			" iron, " 4 25 5 75			" steel, each 0 80 8 00		
Cabinet,			Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			SCYTHES.			THERMOMETERS.		
Eagle, dis. 40 to 42½ p.c.			Pitcher spout, 70 to 70 and 5 p.c.			Discount, 60 p.c. revised list.			Tin case and quiry, dis. 75 to 75 and 10 p. c.		
Padlock,			Canadian cistern, 60 to 62½ p.c. from factory.			SCYTHE SNATHS.			THIMBLES.		
English and Am., per doz. 0 50 6 00			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			Canadian, dis. 40 to 45 p.c.			Ashestos, filled, per doz., 35 to 40 p. c.		
Scandinavian, " 1 00 2 40			PUNCHES.			SHEARS.			TIES.		
Eagle, dis. 15 to 17½ p.c.			Saddlers, per doz. 1 00 1 85			B. & W., japanned, dis. 75 p.c.			Cow, per doz. 1 25 2 50		
MALLETS.			Conductors, " 9 00 15 00			B. & W., N.P., dis. 65 p.c.			TINNERS' TOOLS.		
Tinsmiths', per doz. 1 25 1 50			Tinner's solid, per set. 0 00 0 72			Seymour's, dis. 60 p.c.			P. S. & W., net list.		
Carpenter's, hickory, per doz. 3 85 5 00			" hollow, per inch. 0 00 1 00			Etna, dis. 75 to 75 and 10 p.c.			Canadian, 35 to 37½ per cent.		
Lignum Vitae, per doz. 1 60 2 00			PUTTY.			Heinisch, dis. 60 p.c.			TINWARE.		
Caulking, each 1 60 2 00			Bladder, per lb. 0 01 1/8			Bristol, japanned, 80 p.c.			Stamped, dis., Assn. list, 80 per cent		
MATTOCKS.			Tins, lbs. 2 50 2 75			" N.P., dis. 70 p.c.			Japanned, prices on application.		
Canadian, per doz. 8 50 10 00			RAIL.			Claus, full nickel, 60 p.c.			Piced, prices on application.		
MEAT CUTTERS.			Barn door, per foot. 0 03 0 03½			" japanned handles, 67½ p.c. off.			TRANSOM LIFTERS.		
Enterprise, American, dis. 25 p.c.			Sliding door, " 0 03½ 0 03½			Seymour or Heinisch tailor shears, 15 p.c.			Payson's, per doz. 2 60		
MINCING KNIVES.			Lanes, " 0 03½ 0 03½			SHEAVES.			TRAPS. (Steel.)		
American, per doz. 0 42 2 35			RAKES.			Sliding door, per set. 0 77 1 40			Game, Newhouse, dis. 33½ to 35 p. c		
MOLASSES GATES.			Cast steel and malleable Canadian, list dis. 60 p. c. revised list.			SHOVELS AND SPADES.			Game, H. & N., P. S. & W., 62 to 60.10		
Stebbins Patent, dis. per cent., 65 to 70.10 to 75 per cent.			Wood, 25 per cent.			Canadian, dis. 42½ p.c. special brands net price.			Game, steel, 70 to 70 and 5 p.c.		
NAILS.			RAZORS.			SIEVES.			Mouse, per doz. 0 35 1 50		
Cut Nails (Iron)—			Geo. Butler & Co.'s, per doz. 8 00 18 00			Wood rim, black, per doz. 1 05 1 10			Rat, per doz. 1 40 6 00		
1. Either Canada or American pattern			Boker's, " 7 50 11 00			" tinned, " 1 25 1 35			TROWELS.		
Basin -50 to 60 dy. 2 50			Wade & Butcher's, " 3 60 10 00			Tin rim, per doz. 2 30 2 45			Disston's, discount 10 per cent.		
40 dy. 2 55			Arbuz's, " 9 00 18 00			" black. 1 80 2 25			German, per doz. 4 75 9 00		
30 dy. 2 60			Theile & Quack's " 7 00 12 00			SNAPS.			Brads " 5 00 10 50		
20, 16, and 12 dy. 2 65			RAZOR STROPS.			Harness, German, dis. 35 to 37½ p.c.			D. & S., discount 35 per cent.		
10 dy. 2 70			Carrier's, per doz. 1 25 3 60			Acme 3 00 5 00			TRIERS.		
8 and 9 dy. 2 75			Copper rivets, dis. 45 per cent.			Lock, Andrews' 4 50 11 50			Butter, per doz. 6 25 9 00		
6 and 7 dy. 2 90			Tinned and black rivets, 55 per cent.			SOLDERING IRONS.			TWINES.		
2. American pattern only			Burrs, iron, 50 per cent.			Per lb. 0 00 0 24			Bag, Russian, per lb. 0 21		
From 4 to 5 dy. 3 10			Terms, 4 mos. or 3 per cent. cash 30 days.			WROUGHT SPIKES.			Wrapping, mottled, per pack. 0 50 0 60		
3 dy (lath). 3 50			RIVET SETS.			Discount, 20 per cent.			Wrapping, cotton, per lb. 0 17 0 18		
3. Canada pattern only			Canadian, dis. 30, 35 per cent.			SPOKE SHAVES.			Mattress, per lb. 0 33 0 45		
From 4 to 5 dy. 3 00			ROPE.			Wood, English 1 80 5 00			Staging, " 0 27 0 35		
3 dy (lath). 3 40			Sisal. Manilla			Iron, American 1 35 2 35			Broom, " 0 30 0 55		
3 dy, A. P. fine. 4 10			7-16 in. and larger, per lb. 7 00 9½			STOCKS AND DIES.			VINES.		
Car lots 10c. less.			¼, 5-16, ¾ in. 7½ 00 9½			American, dis. 25 p.c.			Hand, per doz. 4 00 6 00		
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			Cotton 15 17			STOVE POLISH (CATCHPOLES).			Bench, parallel, each 2 00 4 50		
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.			Russia Deep Sea 00 13			Stovepipe varnish, enamelled cans, per doz. 1 75			Coach, each 6 00 7 00		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Jute 6½ 7½			No. 1 stove paste, per gross. 9 00			Peter Wright's, per b. 0 12 0 13		
NAIL PULLERS.			RULES.			No. 2 " 4 80			Pipe, ea h. 5 50 9 00		
German and American. 1 85 3 50			Boxwood, dis. 80 and 5 to 10 p.c.			STONE.			Saw, per doz. 6 50 13 00		
NAIL SETS.			Ivory, dis. 37½ to 40 p.c.			Washita, per lb. 0 28 0 50			WASHER CUTTERS.		
Square, round, and octagon, 3 38 4 00			SAD IRONS.			Hindostan, " 0 06 0 07			Per doz. 4 00 8 50		
Diamond 12 00 15 00			Mrs. Potts, per set. 0 65 1 00			" slips, per lb. 0 09 0 09			Washers " Iron, 40 per cent., 4 months or 3 per cent.		
NETTING.			N.P., per set. 0 00 1 90			Labrador, " 0 00 0 13			WELL WHEELS.		
Poultry, 65 and 10 to 70 per cent.			SAD HEATERS.			" Axe, " 0 00 0 15			Amer., per doz., 8, 10 and 12 inch. 3 38 6 00		
OIL.			Dome, Shepard's, per doz. 4 75 5 00			Turkey, " 0 00 0 50			WIRE.		
Canada refined oil (Toronto). 0 16 0 16			SAND AND EMERY PAPER.			Arkansas, " 0 00 1 50			Brass Wire, 16 to 25 wire gauge, 18 to 24c per pound.		
Carbon safety " 0 18 0 19			B. & A. sand, 40 and 5 to 45 per cent.			Water-of-Ayr " 0 00 0 10			Copper Wire, 10 per cent. rev. list discount		
Canada w. w. " 0 18 0 19			Emery, per quire. 0 55 0 90			Scythe, per gross. 3 50 5 00			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
American w. w. " 0 00 0 20½			SASH CORD.			Grind, per ton. 15 00 18 00			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
S. r. seal, per gal. 0 63 0 65			Per lb. 0 22 0 50			TACKS, BRADS, ETC.			Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton		
OILERS.			SASH LOCKS.			Cheese-box tacks, blue 66½			Broom Wire, per lb. 0 05½ 0 06		
McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50			Triumph and Morris, dis. 37½, 40 per cent.			Trunk tacks, black 60			Clothes Line Wire, 19 gauge, per doz. coils 3 95		
Zinc anti-r. dis. 50, 50 and 10. 1 25 3 50			Kempshell's, dis. 40, 62½ per cent.			" tinned 66½			WIRE FENCING.		
Copper, per doz. 1 50 3 50			Canadian, dis. 45, 50 per cent.			B.B.B. iron carpet, blued, 60			Galvanized, 2 barb, 2½ and 5 inches apart 0 03½		
Brass, " 1 50 3 50			SASH WEIGHTS.			" tinned 66½			Galvanized, 4 barb 4 and 6 inches apart 0 03½		
Malleable, dis. 25 per cent.			Sectional, per 100 lbs. 1 40 1 50			B.B.B. iron carpet, bright or blued (in kegs) 30			Galvanized, plain twist, all delv'd. 0 03		
PAIS.			SAWS.			B.B.B. iron carpet, tinned (in kegs) 50			" Lock Barb, 4 point 0 00		
Galvanized, per doz. 2 25 3 30			Crosscut, McMillan & Haynes, per dozen 0 40 0 70			B.B.B. cut tacks (in bulk) 45			Glidden, 2 point 0 00		
PENCILS.			" Empire, McMillan & Haynes, per ft. 0 00 0 70			" " (in dozens, 1 to 6 oz.) 45			" Lyman, 2 to 4 0 00		
Dixon's, per gross. 1 00 4 25			Hand, Disston's, dis. 10, 12½ p.c. S. & D., 40 to 40 and 10 per cent.			" " (in dozens, 8 to 24 oz.) 30			Galvanized Barb, " Lyman, 2 to 4 0 00		
Carpenter. 2 25 3 60			Crosscut, Disston's, per ft. 0 35 0 55			" 4 weights 40			Steel Staples 0 00 0 33½		
PICKS.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			" tinned 45			Terms, 60 days, or 2 per cent. in 30 days.		
Per doz. 6 00 9 00			Hack, complete, each. 0 75 2 75			Swedes, cut tacks, genuine, blued and tinned 52½			Freight prepaid on lots of 1,000 lbs. or over.		
PICTURE NAILS.			frame only. 0 00 0 75			Swedes, upholsterers', genuine 50			WIRE CLOTH.		
Porcelain head, per gross. 1 65 3 00			SAW SETS.			TACKS, BRADS, ETC.			Ordinary, discount 25 per cent.		
Brass head, " 0 40 1 00			" Lincoln, " McMillan & Haynes, per doz. 0 00 7 50			Trunk tacks, black 60			Painted Screen, per 100 sq. ft. 1 60		
PLANES.			Whiting. 6 87 7 00			" tinned 66½			WRENCHES.		
Wood, bench, Canadian dis. 60 per cent., American dis. 57½.			SCYTHES.			B.B.B. iron carpet, bright or blued (in kegs) 30			Acme, 35 to 37½ per cent		
Wood, fancy Canadian or American, 37½ to 40 per cent.			Discount, 60 p.c. revised list.			B.B.B. iron carpet, tinned (in kegs) 50			Agricultural, 70 and 10 to 75 per cent.		



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD,
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors

Are used by the largest carriage
builders.

P. D. DODS & CO.
MONTREAL

NORTHERN
ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

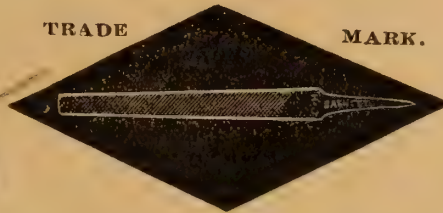
G. E. MOBERLEY, Inspector.

**BLACK
DIAMOND**

TRADE

MARK.

**FILE
WORKS**



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

Roll Paper Cutters



Sizes from 4 inches to
60 inches in width.

The E. B. EDDY CUTTER re-
commends itself by its simplicity
of construction. Nothing to "give
way"—Just a blade and a place
to hang the roll of paper—It cuts
—and it cuts well.

TORONTO BRANCH

38 Front St. West.

The E. B. EDDY CO., Ltd.

HULL, CANADA

Who is the Man?

WHO WOULD NOT
BUY AN ARTICLE..

that gives universal satisfaction to customers
that sells at sight and affords a liberal profit
that produces the best results
that combines quality and convenience
that makes the neatest shelf package in the market
that is accompanied by a liberal supply of advertising matter
that is manufactured by a reliable firm that employs experienced workmen only

We desire to make this man's acquaintance, and, in turn, introduce this article to him, as well as to refer him to some of our many customers who know these facts concerning our Ready-Mixed Paints.

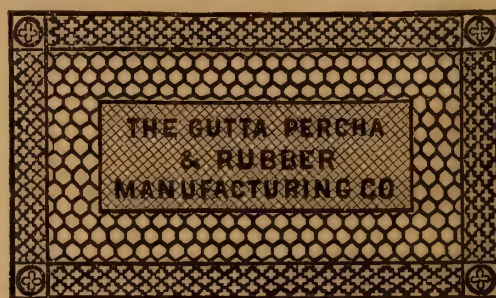
^{The}₊ James Robertson Co., Ltd.

TORONTO

BELTING, HOSE, PACKINGS



**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

MILK CAN TRIMMINGS

Broad Hoop and Iron Clad Pattern

Milk Cans, (made up) Railway and Regular Sizes

Tinned Iron—All sizes from 16 to 28 w.g.

Quotations (on application) promptly attended to.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

... TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, FEBRUARY 1, 1896.

No. 5.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: - Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

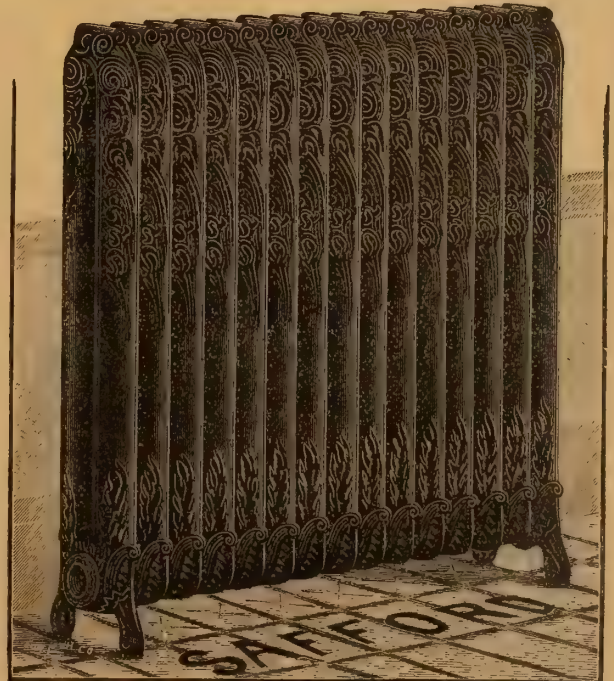
Largest Manufacturers under the British Flag

Use only Safford Radiators
— and —
The great Sultan, the people,
will throw praises at your feet ! !

“Safford” Patent Radiators

FOR HEATING

LEAD THE WORLD



The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . . .

Fine Builders' Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

HOT WATER URNS



Prices lower
than ever.

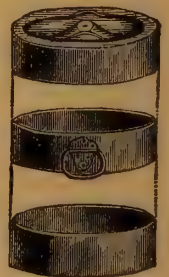
Send for
Catalogue.

The Booth Copper Co.

TORONTO, ONT.

YOU WANT OUR _____

Factory Milk Can Trimmings



THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 1, 1896

No. 5

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - 146 St. James St.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

BAR IRON MEN FIGHTING.

A WAR has broken out among the manufacturers of bar iron in Ontario.

HARDWARE AND METAL understands that the initiatory shot was fired by the Norway Iron and Steel Co., the new concern recently started in Guelph.

This first shot was in the shape of a cut in quotations, bar iron being offered by it at \$1.55, Guelph, and \$1.55, London.

The Ontario Rolling Mills Co., of Hamilton, which has practically possessed the western Ontario market for some years, immediately picked up the gauntlet, and the bar iron trade promises to be interesting for a while, if not active.

It is said that the eastern mills will rest on their oars in the meantime, as far as their efforts to do business in the west are concerned, and watch the battle. They are wise. Money is not made by losing it.

With the advent of the Guelph concern, the number of rolling mills in Canada have been increased to nine. Run to their full capacity, the bar iron output of these mills would soon swamp the country.

HORSE NAILS AND BLACKSMITH SHOPS.

The manufacturers of horse nails held a meeting last week in Montreal to conclude some business not completed at the Toronto meeting.

The most important matter discussed was a proposition that the association should fix a basis of sale for selling to blacksmith

shops. The proposal, it is understood, led to a rather warm discussion, and materialized in nothing definite, as no agreement could be arrived at between the members.

The prevailing impression seemed to be that there were already lists and regulations enough governing sales, and that if many more were drawn up it would soon be necessary to ask a lawyer's advice previous to every transaction as a precaution that some rule or clause was not infringed upon.

IRON FOUNDERS' ASSOCIATION.

A meeting of Montreal iron founders was held the other day for the purpose of forming an association, which was largely attended. Wm. Greig presided, and among those present were Messrs. Geo. Brush, Parker, Robinson, Laurie, H. R. Ives, and others.

It was decided after discussion to name a committee, composed of Walter Laurie, Wm. Rodden, W. Greig, H. R. Ives, and Joseph Ameffe, to draw up a constitution and by-laws. This committee will report at a future meeting.

The proposed association, if formed, is to be affiliated with the Montreal Board of Trade.

A HARDWAREMAN FROM CARNDUFF

A H. FOULDS, of Carnduff, N. W. T., was in Toronto a few days ago, and during his sojourn there I had a pleasant five-minutes' chat with him. Mr. Foulds deals in shelf and heavy hardware, stoves, tinware, etc., and has been in the Territories about fourteen years, going there from Toronto.

Carnduff is in the electoral district of Assinoboia, and is on the Souris branch of the C.P.R. From the boundary line it is about twelve miles.

"The crops," said Mr. Foulds, in reply to a question of mine, "turned out well in our district. Wheat is our principal crop, the yield of which last year ran all the way from 20 to 40 bushels per acre. About one-third of the crop is held for higher prices. Oats gave 50 to 60 bushels to the acre."

"What is the outlook like?"

"Good. There will be more cash, and I think we shall be able to inaugurate the cash

system. We hope so at any rate. Last fall 120,000 bushels of wheat were exported from our place, and the farmers in our neighborhood are this winter feeding a great deal of stock."

"Any coal in your neighborhood?"

"Yes; the mines are about sixty miles west of Carnduff, but they are only worked during the fall. The coal is of the lignite description and is not mined during the hot weather. As it slacks like lime it must be mined during cool weather in order to get the best results. It is only used for domestic purposes. The C.P.R. cannot use it. At the mines it costs \$1.50 per ton, and to bring it down the first 150 miles by rail costs \$1.50 more. The price to the consumer is \$3.50 per ton. There is no wood in our part of the country."

"Do you get any business from the United States?"

"Oh, a little. The Americans south of us grow little or no wheat, and they frequently come across to our side for what they want. Then some of our people go across the line to make purchases, coal oil, for instance, which they can buy for less than one-half what they would be compelled to pay in Canada. Customs officers? Oh, there are none on either side of the line."

Mr. Foulds informed me that the population of Carnduff is about 150. "A good many people," he explained, "settled in that part of the country expecting that the railway would soon run in there, but as the railway was a long time coming in, a number of them got out again. It is about four years since the railway was opened."

A POPULAR HARDWAREMAN.

At the recent election for the Committee of Management of the Montreal Board of Trade, Mr. Jas. Crathern, the well-known hardwareman and senior partner of the firm of Crathern & Caverhill, polled the heaviest vote ever received by any individual member of the Committee of Management, namely over 720 votes.

This result, and the fact that Mr. Crathern did not solicit a single vote, speaks volumes for his popularity with his fellow-members.

AMERICAN WIRE COMING IN.

THE Canadian jobbing trade is exhibiting a great deal of discontent regarding the price of plain and barb wire.

Owing to the trade reaction in the United States and the collapse of the associations there the Americans are again quoting low prices on oiled and annealed and barb wire on Canadian account. And, what is more, they are getting business in this country. How much or how little, we are not prepared to say. It is scarcely the time of year when large quantities are likely to be bought. But it is sufficient to know that American wire is again coming in.

The source of at least some of the Canadian jobbers' discontent is that the home manufacturers do not reduce their prices in order to meet the American competition.

It will be remembered that at the meetings of the associations held a few weeks ago in Toronto the price on both plain and barb wire was reduced, but in spite of that fact the American product is being laid down on the Canadian market at from 30 to 35c. per 100 pounds lower than the figures obtaining for the home product.

The home manufacturers are being importuned to bring their prices down, and although there has yet been no response, there are those in the trade who hope there will be. In the meantime, however, there is a decidedly unsettled feeling, and some that would buy American wire seem deterred from doing so, not knowing what the home manufacturers will do in regard to price. As there will be no demand of any account for some time yet, it is well that merchants in Canada should move carefully.

PREFERENTIAL TRADE WITH BRITAIN.

JUDGING from the tenor of the political press, preferential trade with Great Britain will be the most prominent question at the next general election.

The question is one regarding which political lines are not so sharply drawn as between Protection and Free Trade: Liberal as well as Conservative desires trade extension with the Motherland. Differences of opinion only arise when ways and means of securing the desideratum are discussed.

Canada has made marked development in a commercial sense during the past couple of decades. But our manufacturing and mercantile industries have developed relatively much more rapidly than has our population. And to-day we are face to face with the fact that we must either quickly enlarge our population or expand our outside trade—we want to do both. Neither can be accomplished in a day. But it is possible to develop the latter much quicker than the former.

It is an axiom that all will subscribe to, that the freer trade is the better. But un-

fortunately this axiom has not always been followed in practice. Some nations, actuated by false economic tenets or selfishness, have wrapped themselves up within themselves, practically saying to other countries, "You shall not trade with us." Others, in obedience to the law of self-preservation, have been compelled to imitate these exclusive countries. Canada is one of them, but even in her tariff there are many vulnerable points.

It is all very well to plead that two wrongs do not make a right. But there is a war in commerce as well as a war in which guns and bayonets figure; and self-protection is as natural in one as in the other instance.

On the principle that the less carriage that is entailed the better, the expansion of trade with the United States is something much to be desired. But the high tariff policy of that country is in some instances specially designed to injure the Dominion. That our trade would be benefitted by the lowering of the tariff barrier in the United States is clearly demonstrated by the increase of our exports to that country under the Wilson law, which dealt more kindly with Canadian products than did the law fathered by McKinley. But the tendency appears to be rather an undoing than the extension of the Wilson law. There does not, therefore, at the moment appear to be much prospect of extending trade in that direction, much as we may desire it.

But what seems at the moment impossible with the United States is possible with the United Kingdom. That country has no tariff against our products; and, furthermore, it is a consumer of our natural products. Under the existing conditions it is our natural market. Although our exports to the United States last year were valued at about four million dollars more than in 1894, they were nearly a million dollars less than in 1873. Our exports to Great Britain, on the other hand, were 37.70 per cent. greater in 1895 than in 1873, notwithstanding that the exports of last year were nearly seven millions less than in 1894. In other words, while our export trade to the United Kingdom has steadily developed that with the United States has practically remained stationary.

Although last year we sent less to the United Kingdom and more to the United States than we did in 1894, still in spite of this our exports to the former country exceeded those to the latter by some twenty and a-half millions.

The relative importance of our export trade to the two countries may be gathered from the fact that in 1895 our exports to the United Kingdom were 54 per cent. and that to the United States 35.39 per cent. of the total exports to all countries.

With fewer barriers in the way results would undoubtedly be different; indeed, the very fact that nearly 40 per cent. of our total

exports now go to the United States in the face of a hostile tariff forces us to no other conclusion. But we are dealing with conditions as they are, not as they might or should be.

In the matter of imports from these two countries, however, quite a different tale is to be told: Those from the United Kingdom have steadily decreased, while those from the United States have just as steadily increased. Last year our imports from the United States were the second largest on record, being exceeded in 1893, when the Americans were so badly in need of money that they were glad to unload their merchandise upon us at any price.

While our aggregate trade (imports and exports) decreased with the United Kingdom and increased with the United States, it is learned by grouping the past five years and comparing them with the preceding similar period that the results are favorable to our trade with the former country. For instance, the aggregate trade of the Dominion with the Motherland for the five years ending 1890 was valued at \$423,228,062, and with the United States in the same period it was \$442,182,613. The figures for the five years ending 1895 were \$505,057,124 and \$473,871,174 respectively.

In other words, an increase of 16 per cent. with the United Kingdom and 6.55 per cent. with the United States.

It is natural we should turn our face to the door which promises to give us the best welcome.

CHANGE IN DRAWN LEAD TRAPS.

The change in drawn lead traps recently made by the manufacturers is a radical one.

The list has been practically cut in two, but the discount has at the same time been reduced to 25 per cent. off. It was 50 and 10 per cent. under the old order of things.

Taking it all round the change in the list and discount means about a reduction of 17½ per cent. in the price to the retailer.

A change has also been made in regard to quantities sold. For some time a quantity basis of \$100 has obtained, but now there is no limit to any quantity. A special price, however, is being given on such quantities as manufacturers or jobbers consider sufficient to warrant it.

It is claimed that the new list will give a better net price than the old one.

HARDWARE MEN CURLING.

Tait & Douglas, hardware merchants, Campbellford, assisted by Rod Wynn and their local team, played the Belleville and Kingston clubs at Belleville on Tuesday last for the central championship of Canada. After an exciting contest the hardware boys came out victorious against both teams. After the games were finished the victors were entertained by the vanquished.

THE LINSEED OIL WARFARE.

THE cutting among the Toronto dealers in linseed oil has become worse rather than better during the past week.

Those who hitherto have been occupying a neutral position have taken off their coats, and are now apparently as active participants as anyone.

The result of the increase in the number of combatants is a further decrease in price, offers having been made as low as 48c. for ten-barrel lots and 51c. for single barrels, but these figures are a cent or two below the regular quotations. The minimum figures quoted are about one cent per gallon below the laid down price.

"Something will soon have to be done to stop this," remarked one jobber.

WINDOW DISPLAYS.

SCOTT MCKERROW.

"As the eye is the index to the mind, so also is the window the index of the store." If a man's eye be clear, open, and of steadfast gaze, we naturally feel we can trust such an one. If the show windows display taste, cleanliness and care in their arrangement, we immediately conclude that the stock in rear is well and properly kept, with a keen business man as its proprietor.

Window dressing is an art. An art whose possibilities one cannot foretell; a gift which we may naturally inherit, or may cultivate, but in any case can be greatly developed. In the large stores of our cities there are men whose only work is the arrangement of windows. And the high salaries these men are paid conveys some idea of the estimate of the value that is placed upon this source of advertising. Mechanical displays seem to be popular, and are, no doubt, very attractive, but their "get up" is expensive, and would only pay where there is a large floating population.

In Chicago this Christmas, one of the large department stores had what is called "a continuous variety show" in one of their large windows. In Toronto the same thing was carried on in a smaller scale, but in each case the sidewalks were hardly passable.

Window dressing, to be beneficial, must be definite, not "how many" goods can be put in, but "how nice" can they be put in. A window with all kinds of goods, seasonable and unseasonable, shown, is as effective as an advertisement in a newspaper that is changed once every six months. What is wanted is to display a few lines in an attractive way, and change same frequently.

Window dressing cannot be taught by Act of Parliament, nor can set rules be followed, as taste, thought, and originality must be brought into play. But, if a little more

thought and care were expended on this branch of work, it would be well repaid, as no one can estimate the amount of goods sold through attractive window displays.

Window dressing to the small country merchant is something of a conundrum, as the lines of hardware handled adhere strictly to the staple lines, having very little that pertains to the "novel," which are considered regular lines in stores in more densely populated centres, yet even the homely lines, if shown in an original and tasty manner, and in season, cannot fail to be of benefit to the dealer.

Fancy show cards dressed with cutlery, mechanics tools, plated spoons and forks, and locks and knobs, add much to the appearance of the window, and the store as well. These cards made as stars, St. Andrew's crosses, shields and crescents can be got up at little cost, and clerks would advance their own interests greatly by filling in their spare moments in planning and making these displays. Then there are always lots of cuttings of plate glass in every store that can be utilized in making up stands (for the display of small goods such as razors and revolvers) or suspended from ceiling with brass jack chains, etc. The stands can have frames made of heavy tin turned angular shape and gold bronzed at nominal cost. I saw a unique suspension bridge some time ago with pillars made as above, sloping to a point, and small shelves of glass; the floor of the bridge was plate glass, while the guys were of brass jack chain, and on the floor small goods were neatly arranged. Underneath a mirror was placed to represent water with a little green stuff to form a bank on either side. The balance of window was dressed with seasonable goods, but this bridge drew the attention of the passer by.

The prettiest and most effective garden tool display I have seen was that which Stanley, Mills & Co., Hamilton, made last summer. The floor of window was covered with nice green sod, in one corner, canvas was so draped to represent the door of a hut, while beside the door a set of croquet was laid, with a few wires and one peg placed in position. Some plants in bloom were tastily distributed. A number of garden tools occupied another corner, while in the centre lay a lawn mower, and, close by, a small neatly-painted sign "keep off the grass" completed as unique a display as I have seen. F. H. Barr attracted much attention with a novel summer kitchen in his window. The spacious floor was covered with nice oil-cloth, with gas stove and hot water boiler attached, enamelled sink, hot and cold water taps, table and bake boards, and shelves filled with all the kitchen novelties that delight the hearts of our housekeepers, while

to complete the scene a stuffed cotton tabby cat sat complacently viewing, with apparent pleasure, the well-ordered surroundings.

The richest thing in a Christmas window consists of a dining-room table, with white cloth, arranged with full sets knives and forks, spoons, napkins and rings, carvers and rests, with all the lines of plated ware that go to complete a table outfit. Suspended from ceiling a nice hanging lamp, while at side a tiled grate and fender or table lamp, and at some conspicuous point a neatly printed card: "Useful Christmas Presents." This would be simple and easily arranged, yet very attractive. In a window of this style especially the arrangement of a few plants would soften the effect, and give it a beautiful and home-like appearance. Electric incandescent lights would be of great service in showing off the lamps to full advantage.

Kelly & Marshall, Orangeville, are quite pleased with the results of their first unique window display, from the attention caused and goods sold. The display was simple, consisting of small pieces of cotton batting, tied at intervals on string from ceiling to floor, being a good imitation of falling snow. The window was tastily dressed with skates, axes, logging chains, and other winter specialties.

Marshall & Mason, Sarnia, made a pretty exhibit of china decorated steel teapots. On the floor of window were wooden boxes, on end, ranging from small nail boxes back to larger ones, and back row were powder kegs. Over these were loosely thrown a rich old gold colored draping, and on each of these pinnacles, so to speak, was placed a pretty teapot, each of different design and decoration. There were not more than a dozen teapots, but the effect was strikingly pretty.

Harland Bros., Clinton, made a decided hit this Christmas in building an old-style fireplace, with fire dogs, old kettle and all the necessary old-style paraphernalia. Logs were charred beforehand and placed in the fireplace, while down the chimney a red-globed incandescent light was put, whose glow gave a realistic appearance to the whole. A neatly printed card wished all viewers a "real merry old-time Christmas." This caused a friendly rivalry to spring up amongst the merchants, and many very pretty windows were the outcome, but on which time will not permit me to dwell.

There are many other ideas that could be offered, but the above will illustrate, and if the perusal of this causes the awakening of some dormant talent of any dealer or clerk the writer will be amply rewarded.

DROPS FROM THE EDITOR'S PEN.

Meanness is Old Nick in essence.

Quite as much needed as hands and feet is a head in business.

A business is no more capable of navigating itself than is an Atlantic liner.

Attention to business should not allow inattention to the other duties of life.

When thou art weighing give justice to thyself as well as to thy customer.

There is one thing burglars cannot steal, and that is the merchant's good name.

Leisure hours spent in judicious study often result in years of affluence and ease.

Many a man who takes off his coat to work keeps his ideas encased in a straight jacket.

He who keepeth his store open at night should at least see that it is not night in his store.

While a merchant should be gentle in his manner it is stiff he should be in his backbone.

"Push" and "honesty" will not rhyme, but they are the basis of the poetry of success.

The cash system that has not a good backbone running through it is a miserable failure.

Where and how a clerk spends his evenings determines where and how he shall spend his latter years.

A dirty face is no more an indication of uncleanly habits than is a dirty window displaying an indication of an unclean store.

If the Almighty Dollar is the business man's god it has taught him one good thing, and that is to set his face against war.

A smile is a good thing, but its goodness depends on whether you give it from behind your counter or take it in front of the bar.

A young man should consider well whether he will fit the business before he jumps into it; if it is too big for him, ten to one he will drop through it.

A merchant may wish till the crack of doom to do a good business, but he will never secure the desideratum till his wish is backed up by works.

The manager of the Kootenay mines reports that there are good prospects of gold from the quartz at Skeena River, Hudson's Bay.

The above, from a London, Eng., correspondent, appeared in a South African paper.

Between the Skeena River and Hudson's Bay stretch the Rocky Mountains and 1,000 miles of country. But, of course, that is nothing to a newspaper man with scant knowledge of geography and wide breadth of imagination.

All things come to him who waits; but it is pretty hard sometimes for the merchant with inadequate capital to wait for business to develop to the paying stage.

Better any day is it to have a small business than a large inflated one. The one will stand a little depression, but to the other a little depression means collapse.

The youth starting out in life who does not first of all essay to be a Man will in the world be, like chips in broth, a nonentity. Manliness is the first essential in man.

Speaking the other day of Canada, Chauncey Depew said: "Political union will follow whenever we desire to extend the invitation." Now, Chauncey, talk sense.

Ideas have to be frequently rubbed against other ideas before they possess value, just as a knife requires to be rubbed against a grindstone before it possesses an edge.

As white as was the snow which fell in Toronto on Friday last, the day of the big storm, no one was heard to call it beautiful. It just shows how a good name can be spoilt by being too obtrusive.

Prate as we may about the injustice meted out in this world, it is the exception and not the rule when a man does not at least ultimately receive justice in even this world. Half the time we are getting our deserts when we are ready to take oath and swear we are not.

Merchants should be as attentive to the wants of the "lower five" as to those of their customers numbered among the "upper ten." The hen is not one whit prouder when she is laying eggs for the millionaire than she is while doing so for the mendicant.

HALIFAX BOARD OF TRADE.

The annual meeting of the Halifax Board of Trade was held on the 21st. inst. James Morrow was elected president, and A. M. Payne and George Mitchell vice-presidents.

The retiring president, M. Dwyer, in his address, pointed out that it was useless for Halifax to expect the Dominion Government to do justice to Halifax in the matter of a fast line of steamers, and he recommended appealing direct to the Imperial Government.

HARDWARE ASSOCIATIONS.

"OBSERVER" has sound views, and asks pointed questions that can only be satisfactorily answered by getting the soundest minds and the largest hearted men in the hardware trade interested in this all-important question, and to give their views in the columns of **HARDWARE AND METAL**, which is trying and doing so much for the retailer. A meeting in Toronto would be no doubt of great benefit. But if the ideas of that class of men spoken about were read and carefully considered before the meeting there would be something definite to discuss.

There will be merchants who care not if there is an association or not, and, perhaps, until they see it doing a noble work their brain-power is sufficient for them. Surrounding circumstances may have given them a chance that few men ever get, although small buyers have a place in the world and should be looked after, and their welfare studied. I like "Observer's" statement of facts, and will try and answer his questions briefly and correctly, according to the little light I have on the subject at the present time.

1. How would a buyer buy for a small country dealer? (I might say here that the newspapers show their disgust in reporting the failure of a small dealer.) Buying for him would undergo the same process as buying for the larger city merchants. The buyer would have to make arrangements with the manufacturers to ship in such quantities as each member of the association would need. The freight very likely would be heavier on small lots, which the small buyer would have to pay.

2. Would two per cent. pay salary, distributing, warehouse expense, etc.? I don't know. Two hundred buying four thousand dollars' worth each, at three per cent., would give a margin of sixteen thousand dollars, which would go quite a way if professionals only got fifteen dollars per week.

3. How would goods be paid for? This is the poser; but I think it would be well to steer for cash port, as all seem to concede that the nearer the business is to that basis, the nearer it is to the ideal, and slaughtering prices would cease, to be paradoxical, all being on a level.

Trusting others will give their views on this subject, if they have any. Dip into Bellamy's "Looking Backward," or those generous sentiments uttered by Robbie Burns, "That man to man the world o'er shall brithers be for a' that."

PHILO.

DEPARTMENT STORE IN BRANDON.

Departmental stores are growing in the Northwest. On February 1, one of these establishments will be started in Brandon by I. R. Strome, dry goods merchant, and White Bros., general merchants. It will be the largest departmental establishment in the west, carrying groceries, crockery, dry goods, house furnishings, gents' furnishings, clothing, boots and shoes. The business will be done on a cash basis.

TRADE CHAT.

MRS. CARTHER, general store-keeper, Lambton Mills, who has recently been married to a Mr. Palmer, has given up the business and left that place.

Mr. Ed. Winnet, of Petrolia, struck a thirty-barrel oil well in the rear of his boiler shop the other day.

The council of the Board of Trade, Winnipeg, have perfected arrangements for the annual banquet, which takes place at the Manitoba Hotel on February 4.

A number of the members of the Toronto Board of Trade will interview the Ontario Cabinet on Thursday next, and propose that some amendments be made in the law of libel and slander. A number of the business men have been troubled by lawyers who bring actions against them, merely to obtain costs. An effort will be made to have restrictions placed on this system of blackmail action.

The Hamilton Iron and Steel Co. have had their furnaces going since the 31st December drying the brick work, etc., and expect to make their first cast this week. They have an immense quantity of material on hand, and are receiving about fifty carloads a day. The anxious time will be to see the quality of their product. The plant is strictly up to date, and nothing more complete can be found on the Continent.

The Toronto, Hamilton and Buffalo Railway are running trains regularly now on the Welland branch. The rolling stock is exceptionally fine, and their engines superior to anything that has been seen in Ontario heretofore. The retaining walls of the tunnel are completed, and the arch is expected to be finished by the end of this month, when nothing remains to be done but filling in over the arch and beautifying the street. With the exception of two or three blocks, no damage whatever has been done to the residential or business portion of the city.

The itinerant dealer is of no earthly use to a town. He gives nothing to churches or public expenses. He has nothing in common with our people. He can swindle you, and often he does. He can cheat with impunity. The home merchant has a reputation to sustain. He bears his share of the expenses of the town. When a subscription is passed he is the first to be approached. He builds a house and makes other permanent improvements that enhance the value of our property. He helps pay for the churches in which we worship and the schools to which we send our children. He cannot afford to misrepresent his goods or swindle his customers. Self-interest alone prevents this. It is not difficult to decide which of the two classes of dealers should receive the patronage of the people.—Pictou, N.S., Advocate.

Where We Differ

From other Paint manufacturers is, instead of making one Paint to do three or four entirely different kinds of work, we make three or four different kinds of Paint, each for its special work.

For House Painting

The Sherwin-Williams Paint is made to Paint buildings with. It is put up in 1-gal., ½-gal. and ¼-gal. only (full imperial measure).

Paint for Household Use

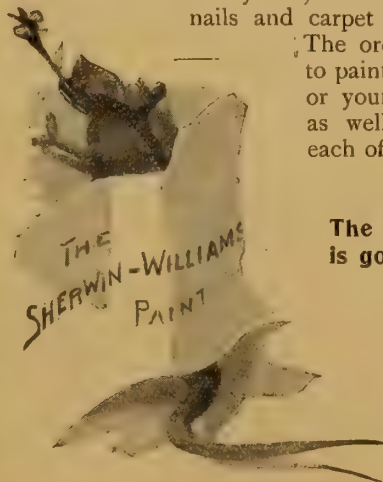
The Sherwin-Williams Family Paint, for limited surfaces, makes things shine. It is put up in small tins only, 1-lb., 2-lb. and ¼-gal. Penny lever tins.

Paint for Floors

The Sherwin-Williams Special Floor Paint—made to walk on. Put on at night. Skate on it in the morning. Perhaps you don't know that a good deal of the Paint sold as Floor Paint is ordinary House Paint labelled Floor Paint.

You see from the above we make three different kinds of Prepared Paints, each the best thing of its kind for the different uses it is intended. Now, does it not stand to reason that Paint constructed specially for a certain purpose is going to do the work better than a Paint that is made to try and do two or three different things? For instance, when a man goes to buy nails, if he is putting up a building, he gets good, big 4 or 5-inch nails; but if it is pictures he is going to hang, or a carpet he is going to put down, he would get the nails that are specially made for this purpose. True, he could use the 4 or 5-inch nails to hang his pictures with, or put down his carpet, but no one is going to say they would do it so well as the picture nails and carpet tacks. So it is with Paints.

The ordinary prepared Paint will do to paint your buildings, your furniture or your floors, but it will not do it as well as Paint made specially for each of these purposes. Now will it?



**The Sherwin-Williams Paint
is good Paint . . .**

Manufacturers for Canada

THE

Walter H. Cottingham Co.
MONTREAL Limited

A NOVEL OIL STOVE.

LAMPLOUGH & McNAUGHTON are introducing a decided novelty in the shape of a petroleum oil stove or lamp to the trade, of which the cut given herewith will afford a good idea. "The Imperial," as it is called, is said to be a very quick boiler and heat agent. Among the advantages it possesses are no wick, no soot, no odor, no smoke, no explosion, no soiled pots, and no danger of fire. It has a handsome appearance, is solidly constructed, simple to handle, moveable when lit, without danger, and the flame can be regulated in any way desired. It will, it is claimed, give one quart of boiling water within four or five minutes. The fuel is the regular lamp petroleum, and as a cooking flame is promised in about a quarter hour at the most, it means a low cost for fuel. The contrivance produces from petroleum petroleum gas, the flame of which does the heating, and is one of the cheapest materials of the kind, cheaper than petroleum, benzine, gasoline, etc. The lamp is not to be compared, therefore, with spirit lamps or ordinary petroleum cooking stoves. It is adaptable not only for boiling purposes, but is useful for heating sad irons, soldering, melting metals, etc. The directions for its use are as follows:

(1) Fill up the basin with common lamp petroleum until it is nearly full through hole A, and then close the cover tight.

(2) Close the regulating screw by turning same to the right.

(3) Fill up the spirit lamp with spirits and light the same.

(4) After same (the spirit) is nearly burnt out press down the plate D, and, at the same time, press the air balloon several times, until the gas escaping through the burning hole E has caught fire from the spirit flame. This done, the gas flame can be brought to the desired strength by pumping more air into the basin, by pressing the air ball, and the flame after that will burn on safely without further handling. To keep the air in the basin never push the plate A without pressing the rubber air ball at the same time.

The flame is regulated by loosening or tightening the screw B, and is extinguished by unscrewing same entirely. Should the flame not burn properly, the burning hole E must be cleaned with the pin which accompanies each apparatus, and a match should be kept ready to light the gas immediately after removing the pin.

COMING STEEL RAIL ORDERS.

There is good news this week for the steel rail makers, writes the English correspondent of American Manufacturer. It is rumored that the Spanish Government have

resolved to place in England orders for the manufacture of a considerable quantity of steel rails and other railway material, for shipment to Cuba at as early a date as possible. The initial outlay in this connection will be about £50,000 sterling. But, as it is understood to be the desire of the Government in Madrid to bring practically all the outlying country in the island into communication with its capital, it may, it is stated, be taken for granted that at least another £150,000 will have to be expended, though it must not be supposed that this additional expenditure is likely to be undertaken immediately. According to a well informed authority, who has just returned from Lima, there are important developments in Peru, which should naturally affect the iron and steel trades. Not only are nearly 2,000 miles of new railway to be laid down, but an expenditure of something like £200,000 is

(whose firm has supplied railway axles to some of the principal railways of Great Britain, on the Continent of Europe, Canada, Mexico, India, Japan, and other places) said that he had made an extensive series of experiments on various points in connection with axles. Briefly, all the experiments coincided in indicating an increase of rigidity or brittleness of railway axles under the influence of the different kinds of stress and strain applied, the extent of the increase of rigidity being found to vary according to the nature of the metal, the condition of temperature, and the species of the strain. The effects of stress were found to be similar, whether produced by slow flexion, impact shocks, torsional, tensile, or other strain. The result also showed that the greater the stress to which the metal was subjected the greater was the increase of rigidity and consequent deterioration of its physical properties.

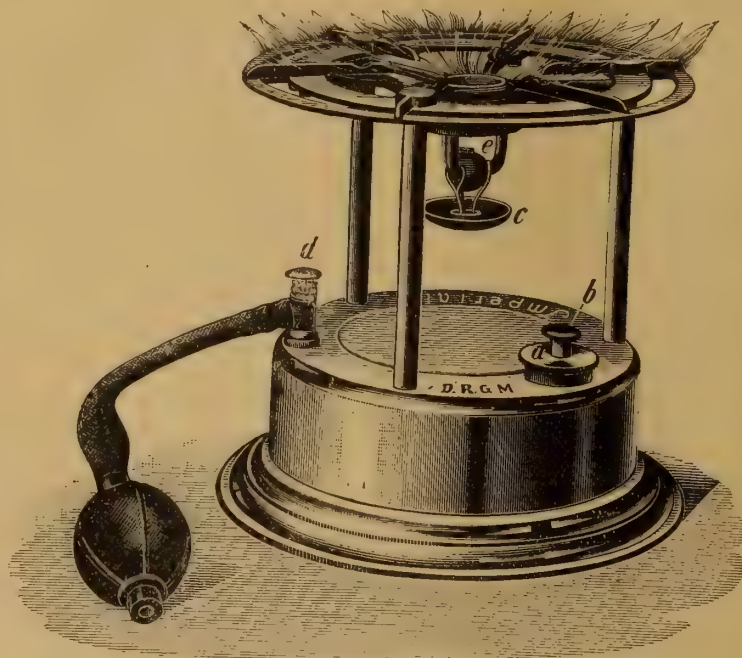
Steel axles, both bessemer and siemens, were shown to increase in rigidity and consequent deterioration under concussion shocks more than wrought iron ones. The observance of the fact that a marked increase of resistance to flexion stress was manifested in railway axles at a temperature 100 degrees centigrade, takes a similar more extensive reduction of flexion endurance at 300 degrees centigrade was a further important result of the research. This fact afforded a strong indication of the increased danger to railway axles arising from overheated railway axle journals or necks during running.

In the course of the paper Mr. Andrews also gave numerous high power micro-

scopical illustrations of the ultimate crystalline structure of railway axles and shafts under various conditions, which threw much light on the subject he was investigating.

THE YEAR'S ORE SHIPMENTS.

Iron ore shipments in the United States during the present year break all previous records, both lake and rail, by more than 1,000,000 tons. Returns received from all the iron ore shipping ports on the great lakes show that 10,233,910 gross tons of ore were shipped by water from the mines; of the ore shipped 8,122,228 tons were brought to lower lake ports and the remainder brought to Chicago, Milwaukee and other points. The stock of ore on the receiving docks is now but 300,000 tons smaller than at the close of last season.



A NOVEL OIL STOVE.

contemplated upon armaments, much of which is to be spent in this country.

NEW HOLDER OF THE BESSEMER PREMIUM.

Mr. Thomas Andrews, F.R.S., M. Inst. C.E., of Wortley Iron Works, near Sheffield, has been awarded by the Council of the Society of Engineers, London, the "Bessemer Premium" for 1895 for his recent paper on "The Effects of Strain on Railway Axles," and on "The Minimum Flexion Point in Axles." This research is the outcome of many years' laborious scientific investigation on this important subject, which was undertaken with the desire to ascertain with accuracy some of the causes leading to accidental fractures on railways, with the further object of minimizing these causes in the interests of the public safety.

In the course of the paper Mr. Andrews

A SMOKELESS NOTICE

SS Perfection SS
in
Smokeless Powder
For Shotguns



UNEQUALLED

Smokeless Powder {SK} *Sporting*

For Morris Tubes.

Smokeless Powder {SS} *Sporting*

For Shotguns.

Smokeless Powder "Rifleite .450" Rifle

For Sporting, Express and Military Rifles of .360 to .577 Bore.

Smokeless Powder "Rifleite .303" Rifle

For .303 Lee-Netford and other Magazine Rifles of .236 to .315 Caliber.

Smokeless Powder "Rifleite .250" Rifle

For 25-20 and similar Calibers.

Smokeless . . .

Long Range

Reliable . . .

Best Results

Waterproofed

Low Pressures

High Velocity

Great Penetration

LEWIS BROS. & CO.

Sole Agents . . .

MONTREAL

WHY FOLKS READ BUSINESS PAPERS.

By NATH'L C. FOWLER, JR., DOCTOR OF PUBLICITY.

Business people read business papers.

He who can't get business out of the business paper has no business to be in business and generally isn't.

The daily paper has its business department.

The religious paper recognizes business.

The business paper is all business, for it can contain nothing excepting that directly pertaining to the business it represents.

The business paper is the distributor of hard business literature.

The business paper is the periodical clearing house in which is made the balance of trade.

The business paper increases trade; regulates competition; protects industries.

It is a protective organ, as well as a medium for the distribution of unpolitical free trade.

I do not mean to say that all poor business men do not read trade papers, but there never was a good business man who did not depend upon the paper of his trade.

Perhaps the trade paper editor may not have been drilled in the business he represents.

Perhaps he may have been a failure as a business man.

It is not the business of the business editor to be a success in business.

It is his business to act in the capacity of the absorber of business information; that he may the better present, with or without argument, the data of business.

Into the trade paper goes the theory and practice of business manipulation.

It is a mirror of business.

It reflects trade directly.

It does not allow the rays of business to diverge from the straight line of trade.

The business man may read an hundred daily papers, or he may read a dozen magazines, and from them all he may obtain general information of positive value in the conduct of his business; but from a good trade paper he receives definite, practical information of as much importance to him as the counter in his store, or the record book in his office.

Folks read business papers because they want to.

Folks read business papers because they have to.

The first indication of intelligent progression in the clerk is when he turns from his desk at opportune moments to absorb the paper of his trade.

The intelligent man of business reads his trade paper from beginning to end; advertisements and all.

He may not always read it intelligently, but he gives to every page at least an eye glance.

The advertisements to him are of the same importance as the reading matter.

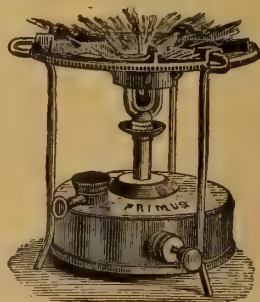
In the combination of the two he derives information of pertinent necessity to the

management and development of his business.

The trade paper is a necessity, and so long as it occupies that position it will be read conscientiously and intelligently by every business man who has proven his right to do business.

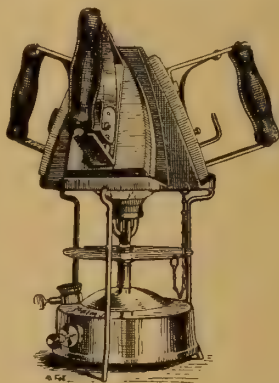
A WICKLESS LAMP.

Cuts which are given herewith will afford an idea of B. A. Hjorth & Co.'s Stockholm "Primus" wickless coal oil lamp, for which



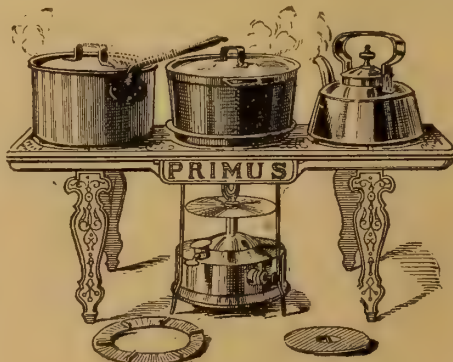
Painchaud, Squire & Co. have been appointed the sole Canadian agents.

This stove has had a large sale in Europe, especially in England, and has the



advantages of no soot, no smoke, and being easily regulated.

By turning the ordinary oil into gas it



gives an intense heat, and it only burns one-third of a pint of coal oil per hour.

It is made entirely of brass, and is tested under a pressure of 60 pounds; in fact is warranted in every way against explosion.

A \$300 note was offered for sale on the Toronto market, a few days ago, by Auctioneer George Nunn. Five dollars was bid, and the note was withdrawn until next Saturday.

TRAVELERS FEAST THEIR FRIENDS.

THE members of the City Travelers' Association, Toronto, entertained their friends on Friday night at their rooms in St. George's Hall, Elm street. And a right royal entertainment it was. It was a sort of "At Home," smoking concert, oyster supper and good fellowship meeting all combined. Into the lodge room were crowded a score or more of tables, and at these tables sat card players, checker players, and other kinds of players, while a substantial cloud of smoke from the good cigars that had been provided encircled all.

About 10 o'clock supper was announced, and about seventy-five sat down to this. And here again the host had well provided for the guests, "substantials" and delicacies being present in abundance.

After the feasting came the speech-making, singing and recitations. The new president of the association, R (Muat) Corrie, sat at the head of the table with a smile so broad that the large epergne in front of him was not large enough to cover it.

There was no prepared toast list, those present speaking as the spirit moved them, or as the chairman commanded them. Like an experience meeting, everybody spoke briefly and to the point.

During the evening recitations were given by Mr. Howitt and Mr. McGraw, and songs by Messrs. Young, Padget, Owen, Campbell, Muldrew, Panter, etc.

WINNIPEG CITY TRAVELERS.

The City Travelers of Winnipeg met Thursday evening of last week to elect officers for the ensuing year and to arrange for their annual "At Home." Mr. D. M. Horne was appointed chairman, Mr. John Horne, secretary, and J. M. Scott, treasurer. A committee was formed to make all necessary arrangements. After other business of a routine character, a vote of thanks was moved to the retiring officers: A. Pratt, chairman; J. M. Scott, secretary, and K. J. Johnstone, treasurer. From the interest manifested the coming event is sure to be as successful as the previous one. The meeting then adjourned until next week.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

AN ABSURD STAND.

THE floor of "Exchange Hall," in the Montreal Board of Trade, was the scene of many wordy battles last week.

The matter in dispute was the address which Sir Charles Tupper was to deliver to the members. Those with Liberal leanings spoke strongly against a Minister of the Crown speaking at all to the Board, and seemed to fear that Sir Charles would take advantage of the opportunity to make a political address. The others held that if information of commercial value could be obtained from anyone, no matter whether he was a leader of a political party or not, the members of the Board should be permitted to receive it. They held that it would be treating a distinguished gentleman, whom their Executive had invited to address the Board, with scant courtesy if they imputed to him without cause a desire to make political capital out of a matter which was entirely removed from the domain of politics.

The Board is to be congratulated that it did not allow the narrow views of some of the members to sway it in the wrong direc-

tion. The late High Commissioner occupied a position that gave him exceptional facilities for acquiring information on that important subject, inter-imperial trade, and it was unwise to argue that because he had lately been taken into the Cabinet he should be prevented from imparting anything that he had learned regarding it to members of the Board of Trade of the chief city and commercial centre of the country.

THE CANADIAN OIL FIELD.

The normal well in the Petrolea field is about 465 feet deep, made up of 104 feet of surface clay, 296 feet of Hamilton shale and limestone, and 65 feet of Corniferous lime.

The Oil Springs wells are sunk 370 feet deep—60 feet of surface, 250 feet Hamilton shale and 60 feet of Corniferous lime.

The Corniferous lime appears to contain oil throughout, but the petroleum can only be obtained in paying quantities in certain porous strata which occur in it.

A well was sunk 1,505 feet, north of the town, the lower 250 feet of which were bored through rock containing salt crystal, which is not used for commercial purposes at present.

The rock strata in which the Pennsylvania oil is found are considerably higher than the Petrolea strata, but lie 1,800 feet below the surface, being overlapped by other rock formations.

The Petrolea wells are "shot;" that is, a charge of 8 to 10 quarts of nitro-glycerine is exploded in them, to clean out the hole and shatter the rock. In Pennsylvania far larger "shots" are used, as much as 80 and 90 quarts being exploded in a well.

All the way from 1 to 10 wells are sunk to the acre, according to location and productiveness. It would be safe to say, however, that where less than four wells per acre have been sunk, the territory has not been thoroughly exploited, and there is any amount of room for the drill yet.—Petrolea Topic.

CLEVELAND PIG IRON SHIPMENTS.

The shipments of pig iron from the Cleveland district of England for 1895 reached the highest point in the history of the trade. The sea deliveries had never before attained 1,000,000 tons in the year, although in 1894 there was a close approximation to that amount with the delivery of 996,688 tons. The delivery for 1895 was 1,047,400 tons—about 51,000 tons in excess of the previous year. In 1893 the quantity shipped was 975,000 tons.

NONE BETTER
MADE IN
CANADA
OR . . .
UNITED STATES



PURE LINSEED OIL

Prepared Paints

Have been on the market twelve years. We supply at a fair price, and furnish samples on application.

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

INTEGRITY IN HARDWARE.

IN vicious times, says a writer in Age of Steel, when the profligacy of royal courts extended to the people, the contemptible scum which rose to the top of society sneered at honesty in matron, man, or maid; but the day is past with everyone except a set of precious exclusives when to have the reputation of being honest was only an infallible indication that the person noted for this attribute had not the sharp wit to be a rogue. Then it was thought that the only conceivable reason why anyone did not practise deceit was because they didn't have sense enough to do it, and it was deemed as a good accounting for a man's not rising in the world to say that "he wasn't wicked enough to succeed." It is only occasionally at the present time that a person is found who hasn't the least idea of scruples and sensibly concludes that if he is bound for hades, he might as well go in a coach and six as to walk. In current literature the word "honest" is no longer used as an epithet of contempt, as in Garrick's "Honest Hodge" or Boswell's "Honest Catcot." If applied at all it is to distinguish some statesman who has perhaps manifested this quality amid unusual temptations. I do not know that the person in the hardware business to whom the word was applied could recover damages in an action for libel, but I presume he could write a book. If any suspicious circumstances, like the sea devil, had ever gripped their hideous arms about him he might throw them all afloat with this book, but it is not always safe. Writing a book has been a dangerous piece of business ever since Job's days, for he said: "O, that mine enemy would write a book." But writing a book that handles facts as weapons to slaughter fraud, is a risk worth running. The author of "Ideas for Hardware Merchants," did not approach the danger line, for there are lots of honest ideas for hardware merchants and lots of hardware merchants with honest ideas. They have learned that "Driving a sharp trade drives away trade," that "he that overreaches others overreaches himself," for this reason: "when confidence is lost, customers leave." Theirs is a year in and a year out business, and he who follows it faithfully becomes imbued with its trustworthy iron qualities. His work lives after him in enduring form. It holds forth the evidences of his integrity through generations, and will transmit them in the future, as it has in the past, to an appreciative posterity.

WELSH TIN PLATE PRICES IN 1895.

The prices of tin plates during 1895 have been almost unprecedentedly low, Bessemer having run from 9s. to 9s. 6d., and Siemens (coke finish) from 9s. 6d. to 9s. 9d. It is remarkable how difficult it has been to move this branch of the trade within late years. Until 1886 such a thing as coke tin plates

under 20s. per box had not been known. In 1872 the price rose as high as 42s. per box, or nearly five times the current quotation. By 1878, however, the other extreme had been reached with a quotation of 13s. per box, and in most of the years that followed, the minimum price reached was below this figure, although the maximum generally fluctuated between 16s. and 18s. The difference is mainly explained by the greater cheapness of tin plate bars, in common with all other steel products. The price of tin plate bars during 1895 has ranged from £4 7s. 6d. to £5.—London Iron and Coal Trades Review.

FUSE WIRES.

IT IS fair to assume that all our readers who have had anything to do with the care of electrical machines or circuits are familiar with fuse wires, remarks Industrial Record. A fuse wire is simply a piece of wire introduced as part of an electric circuit, which is supposed to melt and so break the circuit when an excessive current flows through it. Aside from this knowledge, however, the general public, even persons familiar with electrical apparatus, know very little about fuses, and it is probable that most of the accurate knowledge of this subject is confined to those who manufacture this class of goods.

At a recent meeting of the American Institute of Electrical Engineers, a paper was presented giving an account of an elaborate series of experiments on the action of fuse wires. These experiments were performed at the Armour Institute, Chicago, and in the paper many points of great importance were clearly brought out.

The paper demonstrated the fact that as the diameter of round fuse wire increases, it becomes more and more unreliable in its action, and the recommendation was made to use either ribbon or multiple fuses for currents of more than 30 amperes, which is something that it is well to bear in mind when fusing circuits for heavy currents.

The authors of the paper seem to greatly favor the use of copper fuse wires, but we think that this practice will hardly meet with favor among practical electricians, because of the high temperature required to melt copper as compared with that required to melt the usual alloys used for this purpose. For street car use the copper fuse is undoubtedly the best, but for interior use we should much prefer a more fusible metal.

The influence of the length of the fuse on its carrying capacity was brought out very forcibly. For example, while 15 amperes fused a certain wire eight inches long it was found that a half inch length of the same wire did not fuse below 35 amperes, due, of course, to the cooling effect of the terminal clamps which conducted away most of the heat generated in the short length. This circumstance points out very clearly that

fuse wires should be rated according to their length as well as their cross-section.

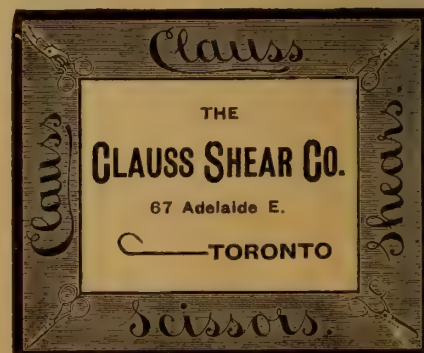
Fuse wires have recently been replaced in many cases by automatic switches which are arranged to open the circuit if the current rises above the normal. These switches are made so that they can be very accurately adjusted and are far more reliable than fuse wires. The use of these circuit breakers is increasing rapidly, and they are now sold at very reasonable rates. We would recommend them in every case where the safety to machinery and the convenience of handling would warrant the additional expense, because fuse wires are worse than useless unless they are used with some intelligence and care.

GERMAN PLATE GLASS TRUST.

The recent advance of prices by the German plate glass trust has caused great indignation among the German jobbers and larger consumers. In a communication to the Frankfurter Zeitung bitter complaint is made against the oppressive methods of the trust, which is said to go even so far as to keep up a well organized system of spies and to threaten with a boycott all who dare to import foreign goods, because some lines can be obtained cheaper from abroad in spite of the high duty. The aggressive conduct of the trust is the more galling to the German consumers as two branch establishments of the French plate glass company, St. Gobain, Chauney & Co., at Stolberg and Waldhof, Germany, are included in the trust. What enormous sums are pressed out of the German consumers by this organization, aided by a prohibitive valuation tariff, is shown by the following comparison of the selling prices in Belgium and Germany:

	In Belgium. M.	In Germany M.
Price of a plate $2\frac{1}{2} \times 4$ m	112.00	224.50
" " 1.65 x 3 m	47.50	85.50
" " 0.72 x 1.80 m	19.40	19.65

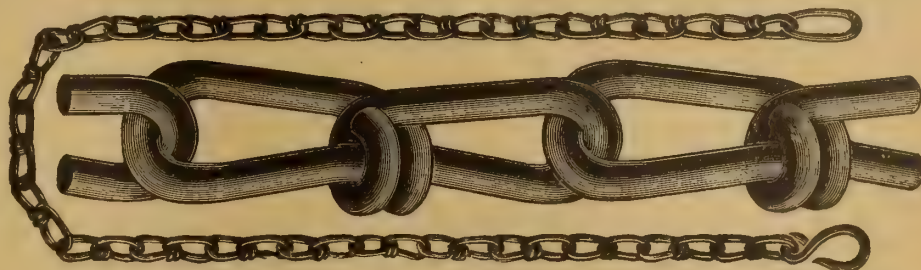
The cost of production in both countries is almost the same, in Germany probably a little higher, as the German manufacturers have to contribute their share to the workmen's inability and pension fund. The Frankfurter Zeitung advises the Government to reduce the duty on all plate and window glass 50 per cent., and points out that not only the power of the trust would be broken thereby, but that the Government would also profit by such a measure, as it could get the glass for its own buildings, etc., cheaper, and the imports would be increased by a reduction of the duty, and as a consequence the revenue derived from the duty on glass would increase also.



THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE

PATENT BLUE TEMPERED
STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

INSURANCE ON GASOLINE STOVES.

EDITOR HARDWARE AND METAL,—Enclosed we hand you a clipping from The Metal Worker of January 25th re gasoline stoves. By perusing this article it will be noticed that considerable opposition was at first offered by the insurance companies and that now a clause is inserted in their policies, if requested, allowing use of gasoline stoves. Now, Mr. Editor, this is a state of things that should exist right here in Ontario. A luxury, such as a gasoline stove proves to be, should not be barred out of use here in Canada by the same companies who are doing business on both sides of the line—allow gasoline stoves to be used freely in the States and practically bar them out of use here in Canada by their excessive charge for a permit to use gasoline. There are a number of stoves in use in this town, and in a number of cases they are used without the insurance company's permit, as the parties using these stoves are willing to carry their own risk and enjoy the luxury of a gasoline stove during the warm summer months.

We have never heard of any damage arising from the use of gasoline in this section of the country, and we really cannot see

why the insurance companies should put their foot down so hard on gasoline stoves.

We write from the dealers' stand point, as we are sure that a large and lucrative trade in both gasoline and stoves can be done by any enterprising dealer. We hope that you will agitate this matter, and be able to secure for our dealers a free field in which to enlarge our sales in gasoline and stoves.

Yours, etc.,

I. W. BENNETT & Son.

The following is the item from The Metal Worker referred to by Bennett & Son:

"The travelers for the manufacturers of gasoline stoves now canvassing their trade find the market in a much more pleasing condition than it was a few years ago, when there was a great fear of this kitchen convenience. The intense heat which is generated is local, and does not make the life of the housewife in the kitchen something to be dreaded, as was the case previous to its advent. The farmer's wife, who has to cook for a large number of persons, has found in the gasoline stove an all-efficient apparatus, and one which will not raise the kitchen to an unbearable temperature. It can be truly said that the gasoline stove has been most popular in the country districts and smaller towns. This, however, is changing, as the residents of the city have begun to appreciate the comforts and conveniences which attend its use. The efforts of the insurance companies to disbar it from

property on which they carry insurance has been without avail. Common sense has been used in comparing the benefits that attend its use with the advantage of holding an insurance policy, with the result that there has been a decrease in some sections in the business of the insurance companies. It is pleasing to note that there are now many insurance companies throughout the country, and also in cities of some size, in which a clause permitting the use of a gasoline stove is inserted in the policy of a holder on application. Under these circumstances the outlook for the gasoline stove is particularly bright, and those dealers who have not handled them in the past should become familiar with their operation and use by securing one for their sample room or for use in their household."

THE JEFFREY STOCK.

The stock of A. Jeffrey & Sons, the insolvent carriage hardware merchants, Toronto, has been sold by tender to W. G. Bond, of Guelph. The stock was invoiced at \$14,000, and consisted of general and carriage hardware and bar iron and steel.

The transaction was private, but HARDWARE AND METAL has been given to understand that the price paid was somewhere in the neighborhood of 55c. on the dollar.

Mr. Bond will sell the stock out at Jeffrey & Sons' old stand, but he does not contemplate remaining in Toronto.

Our New Bicycle Catalogue

Is now ready. It is the most complete list of wheels ever issued in Canada. It describes all styles of bicycles at all kinds of prices. Every live dealer should have a copy.

There's Money in it for You.

Drop us a Post Card for a Copy.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Jan. 31, 1896.
HARDWARE.

BUSINESS still continues of moderate volume in shelf and general hardware, and there are few features of importance to report. Travelers are now nearly all out on their territory, but up to this writing the fact has not had any very sensible influence on the volume of business. The enquiry noted has been chiefly confined to cut nails, wire cloth, and some lines of tools. Prices generally exhibit no change.

WIRE—There is very little change in wire, business ruling quiet. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—As it was last week, with trade narrow. We quote: $3\frac{1}{4}$ c. per lb.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—Any demand that there is is confined to small orders. Discounts are 10 per cent.

ROPE—Dull and featureless. Sisal, $6\frac{3}{4}$ to $7\frac{1}{2}$ c., and manilla, 9 to 10c.

CUT NAILS—Makers are booking some fair orders, but jobbing trade is dull. We quote: \$2.50 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Furnish little improvement in the matter of business. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs..

HORSE NAILS—There was a meeting of makers last week, but it did not relate to the scale of discount. It continues at 55 per cent.

HORSESHOES—Are moving, but only in a small way. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75 as to brand.

TACKS—This line remains quiet. We quote discounts: Strawberry box tacks, 60 per cent.; cheese-box tacks, blued, $66\frac{2}{3}$ per cent.; trunk tacks, black, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet blued, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron carpet, bright or blued (in kegs), 30 per cent.; do., tinned (in kegs), 30 per cent.; B.B.B. cut tacks (in bulk), 50 per cent.; do. (in dozens, 1 to 6 oz.), 45 per cent.; do. (in dozens, 8 to 24 oz.), 30 per cent.; do., $\frac{1}{4}$ weights, 40 per cent.; do., tinned, 45 per cent.; Swedes, cut tacks, genuine blued and tinned, $52\frac{1}{2}$ per cent.; Swedes, carriage tacks, American, blued, 60 per cent.; Swedes, upholsterers', genuine, 50 per cent.; do., do., American, 1 to 6 oz., 60 per cent.; do., do., American, 8 to 24 oz., $62\frac{2}{3}$ per cent.; Swedes, carpet, blued and tinned, 35 per cent.; do., gimp, blued and tinned, 35 per cent.; do., lace, blued and tinned, 35 per cent.; do., brush, blued and tinned, 40 per cent.; do., pail and miners', 35 per cent.; zinc tacks, 35 per cent.; copper tacks and nails, 60 per cent.; leather carpet tacks, 30 per cent.; trunk nails, black and tinned, 65 per cent.; clout nails, $66\frac{2}{3}$ per cent.; cigar-box nails, 45 per cent.; lining nails in papers, 10 per cent.; do., in bulk, 15 per cent.; do., solid heads, in bulk, $42\frac{1}{2}$ per cent.; saddle nails in papers, 10 per cent.; do., in bulk, 15 per cent.; tufting buttons, 22 line, 55 per cent.; tinned capped trunk nails, 15 per cent.

CUTLERY—A few small parcels are mov-

ing from jobbing hands. Stocks in jobbers' hands have been further replenished this week.

SPORTING GOODS—Were without animation during this week.

GREEN WIRE CLOTH—A few small lots have been moving. The base price is \$1.60.

COIL CHAIN—Remains quiet and unchanged.

SKATES—Only a few orders are noted, and trade in these is practically over.

PLUMBERS' SUPPLIES—Continue quiet and featureless.

SCREWS—No change to report, trade being lifeless. Discounts are: Flat head, bright, $77\frac{1}{2}$; round head, bright, $72\frac{1}{2}$; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Nothing of importance to note.

BUILDING PAPER—Continues dull as it was before.

CEMENT—Late mail advices from abroad note higher prices for cement. In this market business is dull and values show no alteration. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Small lots of these meet some enquiry at \$15 to \$21 per 1,000.

METALS.

There is positively nothing new in regard to heavy iron and metals, except that the easy feeling in pig and bar iron continues, though no quotable change has transpired.

PIG IRON—No life at all, and to induce business sellers might possibly shade prices in the case of a round lot of either Scotch or domestic. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglinton, \$18.50, and Ferrona, \$17.50 to \$18.

BAR IRON—Makers are still reported to be booking orders for less than \$1.55 in

MILK AND DELIVERY CAN TRIMMINGS

Ironclad or Broad Hoop Pattern.

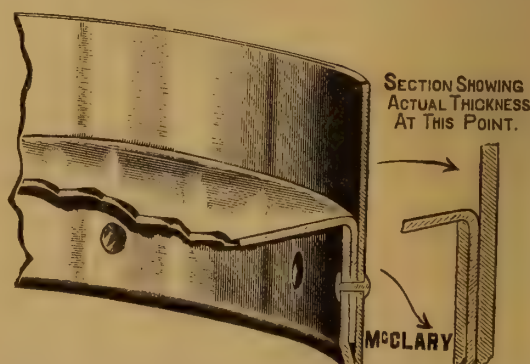
Tinned Iron, all Sizes and Gauges.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER



Section of Milk Can Bottom (Broad Hoop Pattern), showing the inner and outer bands (with bottom between) riveted firmly together, preventing any spring to the bottom. It also forms a heavy, solid and durable rim to the bottom. The sectional cut shows the actual thickness of the three combined parts.

the case of round quantities. In a jobbing way, however, we quote \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—Some enquiry is noted in a small way. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, $3\frac{3}{4}$ to 4c. per lb.; do. 26 gauge, $4\frac{1}{4}$ c.

SHEET IRON—Was in rather better enquiry, but in a very moderate way. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—There is a little more doing in a jobbing sense. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, $4\frac{3}{4}$ c.; extra large sizes, $6\frac{7}{8}$ c. to $7\frac{5}{8}$ c. per lb.

PIG LEAD—Remains as it was—\$3.25 to \$3.50 per 100 lbs.

LEAD PIPE—Dull and unchanged.

GALVANIZED IRON—There is little life to note, either from stock or for import. We quote $4\frac{1}{4}$ to $5\frac{1}{2}$ c. per lb., as to grade.

INGOT TIN—Meets some enquiry, but prices continue easy at 16 to 16 $\frac{1}{2}$ c.

INGOT COPPER—Very dull, and iic. would certainly be shaded in the case of a round lot. There is a decline of $\frac{1}{2}$ c. from what was asked eight days ago.

SHEET COPPER—Meets a moderate enquiry, with prices as before—15 $\frac{1}{2}$ to 25c., as to gauge, etc.

IRON PIPE—Values are not quotably changed, but there is an irregular feeling. Discounts range from 65 to 70 and 2 $\frac{1}{2}$ per cent., according to size.

CANADA PLATES—There is an easy feeling in Canada plates, and \$2.25 has been shaded in the case of a round lot since our last. In fact, we hear of transactions as low as \$2.15.

TIN PLATES—Continue unsettled as regards values for importation, and the fact is having an influence on spot quotations. We quote: Cokes, \$2.75 and charcoal \$3.25 to \$3.75.

TERNE PLATES—No quotable change in spot prices, which are more or less nominal, in the absence of important business, at \$5.75 to \$6.25, as to grade.

SOLDER—Dull and without change at 11 $\frac{1}{2}$ to 13c.

SHEET ZINC—Only a few small lots move out of jobbers' hands. Values range from $4\frac{1}{2}$ to 5c.

SPELTER—Continues quiet at \$4.50 to \$4.75.

ANTIMONY—The same as last week, at 10c.

PAINTS AND OILS.

There is not much improvement to record for the past week. Business is in a normal condition for the season, prices generally

being firm, especially in white and red leads, which have had a further advance in England on account of large orders having been given out by the Admiralty.

WHITE LEAD—In moderate demand at firm prices. We quote as follows: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to $4\frac{1}{2}$ c.; do. No. 1, $3\frac{3}{4}$ to $4\frac{1}{4}$ c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—Demand is steadily improving under the same conditions as reported last week. Best brands, \$1 to \$1.05, and seconds, 90c.

VARNISHES—Continue active and firm in line with outside markets.

PARIS GREEN—Continued demand and the influences already noted in previous weeks has led to an advance of 1c. per lb. We quote: Casks, $14\frac{1}{2}$ c.; drums, $15\frac{1}{2}$ c.; and pockets 16 $\frac{1}{2}$ c.

LINSEED OIL—Is steady with reported higher prices in England. We quote: 56c. for raw and 59c. for boiled.

TURPENTINE—Slightly easier in the south, but still holds at 48c. on spot, less 3 per cent., 30 days.

RESINS—Continue quiet and firm. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and $6\frac{1}{2}$ to $8\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $7\frac{1}{2}$ c., and cotton do., 6 to 11c.

GLASS.

The firm tone of the glass market is fully maintained, and prices are held. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

CHEMICALS, ETC.

There is no important change in this market. Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17 $\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

This market has been fairly active at the recent advance. We quote: Canadian refined, in car lots, 15c., 2 per cent. off for cash; 5 to 20 barrels, $15\frac{1}{2}$ c., and smaller quantities, 16c., 1 per cent. off for cash; American prime white, 18c. in car lots, and 19c. in smaller quantities; water white, $19\frac{1}{2}$ c. in car lots, and $20\frac{1}{2}$ c. in small lots; astral, $21\frac{1}{2}$ to $22\frac{1}{2}$ c.

A. ROOT, LYN, ONT.

Manufacturers of **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto

"DAYTON"

The finest
high-grade
bicycle on the
Canadian
market.

Perfect
in design,
in finish and
in quality.

For catalogue
—a work of art—
write

J. & J. Taylor

TORONTO

TORONTO SAFE WORKS

HIDES.

Business is quiet and values firm at last week's rise. We quote: No. 1, 6c.; No. 2, 5c., and No. 2, 4c.

ASHES.

There is no change in ashes. We quote: Pots, firsts, \$3.60; and seconds, \$3.40 per 100 lbs.

MONTREAL NOTES.

Lamplough & McNaughton note a good enquiry for coal oil stoves. They carry an extensive list of these goods.

In consequence of the strength of chemicals and an active demand the price of paris green here has been advanced 1c. per lb. all round.

Lewis Bros. note some good orders for smokeless powder. They call attention to their advertisement in this week's paper.

A. C. Leslie & Co. note continued easiness in their advices on tin plate from primary markets.

Dorken Bros. & Co. are removing from their old stand on Lemoine street to the warehouse lately occupied by Fitzgibbon, Schafheitlin & Co., on McGill street.

ONTARIO MARKETS.

TORONTO, Jan. 31, 1896.

HARDWARE.

TRADE has been quieter during the past week than it has been since the opening of the New Year. A few orders are being booked for forward delivery in fencing wire, but the feeling is somewhat unsettled owing to the weakness in the American market. There has been a fair enquiry for copper wire. Both horseshoes and horse nails show a slight improvement as far as the demand is concerned. Coil chain for booming and logging purposes is going out freely. An improvement is to be noted in the demand for clothes wringers, and a few shipments of churns are being made. Trade in milk can trimmings is not satisfactory.

WIRE—In ordinary fence wire no improvement is to be noted in the way of shipments from stock, but several orders have been booked for future delivery. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—A few orders have been received this week, but little or nothing is doing yet in the way of forward orders. We quote: 3¼c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Copper wire continues in fair demand at the 10 per cent. discount.

ROPE—Continues dull. We quote: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ¾ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ¾ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

CUT NAILS—Business is still dull. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade continues slow. Discounts, 75 per cent., with 10 keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A slight improvement is to be noted. Discount is unchanged at 55 per cent.

HORSESHOES—This line also exhibits a slight improvement. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—There is very little doing, and discounts remain as before.

CUTLERY—Remains in much about the same uninteresting condition as it has ever since the holiday trade was satisfied.

SPORTING GOODS—There are no features to note, scarcely anything being done in any line.

COW TIES—Only an occasional order is being received. Prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—A few orders are being booked for forward delivery at \$1.60 per 100 square feet.

COIL CHAIN—Orders are coming in freely for booming and logging purposes. Advices from England state that the labor troubles among the chain makers have not yet been settled, notwithstanding that an advance of wages was to have gone into force January 1. As a consequence, prices are unsettled, and manufacturers will not furnish quotations.

PLUMBERS' SUPPLIES—The improvement noted last week appears to have been maintained.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—Quite a marked improvement has developed during the week. Stocks are low and prices unchanged at \$26.50 to \$27.

CHURNS—A few shipments are now being made both from factory and from stock. The bulk of the business being done, however, is in booking orders for forward delivery. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Business is practically confined to booking orders for spring delivery.

BUILDING PAPER—Inactive and unchanged. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

POULTRY NETTING—A fair number of orders are still being booked for future delivery. Discounts, 65, 10 and 70 per cent.

TINWARE—No further improvement is to be noted, and the volume of business is pronounced to be behind that of last year at this time.

MILK CAN TRIMMINGS—Orders are not coming in as rapidly as desirable. Discounts are still 25, 10 and 7½ per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Trade keeps up fairly well in this line. A few transactions are reported in American pig iron. Bar iron is rather unsettled on account of cutting among the makers. Galvanized iron, ingot copper and ingot tin continue in good demand.

PIG IRON—There have been some transactions in American pig iron on this market lately, but they are small as a rule. We hear of one transaction of 300 tons of Niagara on the basis of \$18.50 f.o.b. Toronto for No. 2 and \$19 for No. 1. These prices are about \$2 lower than they were in October, and about \$2 higher than they were at this time last year.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Siding Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BAR IRON—Some very low prices are being quoted by the mills in Ontario, particulars of which are found in our editorial columns. Jobbers' quotations, however, are nominally unchanged at \$1.70 to \$1.75 for small lots.

SHEET STEEL—The improvement noted last week has been maintained in both qualities. Quite a nice business is now being done. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The improvement previously noted in this line has been maintained. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Shipments from stock continue to increase and the same may be said of import orders. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

PIG LEAD—Is still in fairly good demand, with prices as before, namely, 3¼ to 3¾c.

LEAD PIPE—Remains quiet. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Some good shipments have been made during the week, and quite a number of case lots have gone out. Stocks are heavy in the heavy gauges and light in the light. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade is keeping up fairly well at last week's quotations. We quote large lots at 16c., and small lots at 16½ to 17c.

INGOT COPPER—The improvement noted last week has been maintained. Prices are unchanged at last week's reduction, namely, 11 to 11½c.

SHEATHING COPPER—Both braziers' copper and other kinds are going out nicely. We still quote 14½c. for 16 oz.

IRON PIPE—The market continues quiet and easy. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—Continue quiet and featureless. We quote: Domestic galvanized, 30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business continues quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

TIN PLATES—Demand is fair for the better grades. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3 15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

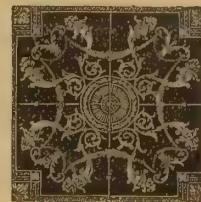
Trade from stock is moderate only, but a fair number of import orders are being booked. A good deal of plate glass is being tendered for, although there is practically nothing being done in the way of shipment from stock. We quote: Window glass, from stock, \$1.20 to \$1.30 for first break in 50-foot boxes; import, \$2.20 to \$2.25 for first break, net, 30 days, in 100-foot boxes; plate glass, discount 25 per cent.

PAINTS AND OILS.

General business shows but a slight improvement for the past week. The talk on the pavement has been the foolishness of the continued cutting on linseed oil and turpentine. The standard firms still quote and obtain a slight advance over cost, but those who are anxious for "volume without profit" vie with each other in seeing who can go "one better."

WHITE LEAD—A further advance in lead products has taken place in England, chiefly on account of an active demand, the Admiralty being free buyers at the present moment. The low quotations put out by one firm last week have been withdrawn. The

Metallic Ceiling



Quality and Fit Unequaled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

last cable reads: "Dry white lead, red lead, orange mineral and litharge, strong and active." Ex Toronto we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Booking freely, and quotations last week are well sustained.

PARIS GREEN—Is still climbing upwards, owing to the continued demand. The figures quoted show an advance of one cent per lb. as follows: 250 and 500 lb. casks, 14c.; 50-lb. drums, 14½c.; 1-lb. packages, 15½c.; ½-lb. packages, 17½c.; ¼-lb. packages, 19½c.

LINSEED OIL—Raw, 49 to 50c.; boiled, 52 to 53c. net 30 days.

TURPENTINE—Just now, is like a southern mule, very erratic, with no rule to account for frequent changes. The latest advice from the pine districts in the south say "markets slightly easier." Some of the local dealers are this week quoting 1c. per gallon lower. We quote: 43 to 44c. for 5-bbl. lots, and 44 to 45c. for single barrels, net 30 days.

CASTOR OIL—Is quiet at 6½c. in cases, and in single tins at 7 to 7½c.

HIDES, SKINS, WOOL AND TALLOW

The market continues dull all round, and there is very little movement in any line. Quotations of hides, skins and wool in the local market are as follows:

HIDES—No. 1 green, 5c. per lb.; No. 2, 4c.; No. 3, 3c.; No. 1 cured 6 to 6½c.

SKINS—Calfskins, No. 1 green, 6c.; No. 2, 5c.; No. 1 cured, each, 75c. to \$1. Sheepskins, fresh, 80c., and early, 40 to 60c.

DEERSKINS—Green, 8c. per lb.; dried, 20c. per lb.

WOOL—Fleece, combing, 24c.; tub-washed fleece, 22c.; rejections, 17 to 18c. Pulled—Supers, 21 to 23c.; extras, 22 to 23c.; combing, 22 to 23c.

TALLOW—Prime rendered, in barrels, 4½c.; do., in cakes, 4¼c. Dealers re-sell barrel tallow at 5c. and cakes at 5½c.

PETROLEUM.

Trade is brisk for this time of the year. We quote in 1 to 10 bbl. lots, imperial gallon,

Toronto: Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's Astral, 22c.

MARKET NOTES.

A shipment of Garlock's spiral packing, in sizes from 3-16 to 1 inch, has just been received by H. S. Howland, Sons & Co.

The contract for supplying radiation for the new summer hotel being erected at Gananoque has been secured by the Gurney Foundry Company.

The Gurney Foundry Company on Wednesday last shipped to Montreal a carload of material containing radiation for the Montreal Street Railway's building.

M. & L. Samuel, Benjamin & Co. report that their travelers are booking orders freely for green wire cloth for forward delivery. They anticipate a good trade in this line for the coming season.

H. S. Howland, Sons & Co. have booked a great many orders for the "White Mountain" ice cream freezers. They claim that this freezer is the best on the market, and they solicit correspondence as to price.

M. & L. Samuel, Benjamin & Co. have recently finished stock-taking, which is a matter of no small item, as this firm carries a full line of hardware, tinware, lamp goods, plumbers' supplies, etc. In the course of this undertaking they state they came across a number of lines which had accumulated during the past year. With the determination of getting their stock into first-class condition they have put these aside, and are now offering them to the trade at substantial reductions, and will be pleased to quote on application.

The Gurney Foundry Company, Limited, Toronto, have arranged with the Ringen Stove Company to handle their lines of "Quick Meal" gasoline stoves for Canada. This line is well known in the States and Canada, and the catalogue is to be out shortly.

M. & L. Samuel, Benjamin & Co. announce that they have been giving some attention of late to whips. The result of this labor is now apparent, as their stock in this line is now complete, they being in a position to offer a full range embracing all qualities and prices. They will be pleased to quote, either direct or through their representatives on the road.

The James Robertson Co., Ltd., have secured several large specifications for plumbing contracts. They report their "Acme" syphon water closet to be the best seller in their sample room, and have received a number of voluntary testimonials from several extensive plumbers expressing their satisfaction with this closet.

H. S. Howland, Sons & Co. report that they are in receipt of a large number of orders from hardwaremen for sample lots of Crocker's "Honest" fertilizers. The firm

take it as a good indication that the hardware dealers throughout the country are taking an interest in this article, and they look for a big business after it has been demonstrated that the fertilizer is a benefit to farmers, and, of course, a good line for the hardwareman to carry.

The moving out or otherwise of seasonal goods is generally taken as a fair indication of the state of the weather. M. & L. Samuel, Benjamin & Co. report that they feared at one time they would have to carry over a large number of strings of sleigh bells. But on account of the sleighing of the past few days their stock in this line has dwindled down considerably.

UNITED STATES MARKETS.

NEW YORK, Jan. 31, 1896.

PIG TIN—Ten shillings per ton rise in prices in the market served to bring about a further slight advance here. Exchange contracts calling for prompt and early delivery were quoted at up to 13.20 to 13.25c., and the bottom figures outside of that institution were on the basis of 13.30 to 13.35c. f.o.b., with 13.30c. bid and few sellers at under 13.40c. f.o.b., at the close. On Monday about 100 tons were sold at 13.15c., Exchange terms, but no business was reported to-day. In fact the market was remarkably quiet considering the strong undertone.

COPPER—Speculation continues unabated in London, and prices were pushed higher. Private advices stated that the rise was due mainly to manipulations of a clique interested in Rio Tinto shares. Here there were some signs of sympathetic firmness, but no greater response came than in the marking up of quotations by most sellers. Consumers sent in a few orders, and those few were of small size. Lake Superior ingot was generally quoted at 10c., electrolytic at 9½ to 9¾c., and casting stock at 9¼ to 9½c., as to brand.

PIG LEAD—Little display of life was manifested here, and buyers are still very indifferent despite firm reports latterly from the west and higher prices in London. Prices remain quite steady, however, on the basis of 3.05c. for common domestic. London cable was £11 3s. 9d. for soft Spanish.

SPELTER—The market here continues very quiet, there being few and only small orders about. Prices are, however, kept quite steady on the basis of 4.02½ to 4.05c. for ordinary western brands. London cable was £14 5s. for good merchant brands.

ANTIMONY—The supply of antimony was increased by the arrival of 100 casks on the Marengo. Prices remain fairly steady, however, at 7¼ to 7½c. for Cookson's, 6½ to 7c. for Hallett's and 6¾ to 6½c. for Japanese, from store.

TIN PLATE—A fair amount of business in American plate was reported. Manufacturers seem disinclined to duplicate orders at late lowest prices, since they now have a very fair amount of business in sight. Prices are, however, unchanged. Foreign plates,

aside from charcoals and special sizes for export goods trade, remain very quiet.

IRON AND STEEL—No really new feature came to light in any branch of the market, and prices stood as they have been for some time past with rather weakish undertone in most branches.

DEALERS WANTED

—FOR—

The Pasteur Germ-Proof ... Filter

AIKENHEAD HARDWARE CO.

6 Adelaide St. East,

Sole Agents for Canada.
Send for Information.

TORONTO

MONTREAL SMELTING AND REFINING WORKS

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

10 Dorchester St.,

MONTREAL, QUE.

Makers to the Wholesale Trade Only.

Ask your supplier for the above Manufactures.

A GOOD Paying Investment.

\$34.00 per annum invested at 4 per cent. compound interest for twenty-five years, yields \$1,475.00, while the same sum applied to an insurance policy yields, with estimated profits, about \$1,775.00 in the same time. The gain, therefore, would be \$300.00, besides the protection given during the period, one premium securing payment of the sum assured, even if death takes place the day the holder receives his policy. Write for information in regard to the Unconditional Accumulative Policy to

Confederation Life Association.



Patented 1895

Mica Creamer Gauges

The Davidson Mica Creamer Gauge CANNOT leak. Mica squeezed into the tin in such a way that it is perfectly air-tight. It is something that the country has been looking for. Send for sample.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

GIVE THEM YOUR VOTES.

THE Retail Clerks' Association of Montreal are putting up a splendid fight for early closing in that city.

They are most thoroughly organized, and are doing great work in the municipal campaign now in progress. Of the fifteen aldermen elected by acclamation twelve are favorable, two uncertain, and one against early closing.

The big contest takes place to-morrow in several of the wards. In some wards all the candidates are favorable, and the clerks are not interfering. In St. Louis Messrs. Savagnac and Renault are receiving the united support of the friends of early closing. In St. Jean Baptiste it is Mr. Ouimet; in St. Ann's, Messrs. Kinsella and our old friend "Barney" Connaughton, and in St. Gabriel there is another old and tried friend in Richard Turner.

We feel sure that every one of our readers will support the clerks by voting for these gentlemen. They should remember that the clerks are working year in and year out 14 to 18 hours a day without getting even one night for recreation or improvement.

THE MATTER OF INVOICES.

Complaints have reached HARDWARE AND METAL from time to time that certain wholesale merchants do not send customers

invoices same day as goods are forwarded; in fact, that goods are in some instances in stock nearly a week before invoices are received. As a result they are not in a position to satisfactorily check goods on arrival.

We have found on enquiry that many wholesalers have a stringent rule to the effect that invoices must, in every case, be mailed same day as goods are shipped. This being the case, it is fair to assume that the trouble rests with the clerk having charge of the invoice work.

A letter to the firm who is negligent in this matter should have the desired effect. If the trouble continues a change of account is the only alternative in order to be relieved of trouble and worry which must be the inevitable result of continued omissions of this kind.

Wholesalers who are so negligent in an important matter such as this certainly cannot have their business managed in an "up-to-date" style.

BUSY AT THE BERTRAM WORKS.

The works of the Bertram Engine Works Co., Ltd., of Toronto, present a busy appearance, all their departments, the boiler shop, machine shop, foundry and ship yard being equally well employed. In addition to the building of the steamer to take the place of the Cibola, destroyed by fire last summer, large contracts have been entered into for

marine engines and boilers, some of which are being shipped to Lake Winnipeg. Considerable machinery has been shipped from the Bertram Works during the past month. The firm are in receipt of a number of enquiries for work upon which parties desire figures. As an idea as to how busy the firm is, it may be stated that the works are running both day and night.

THE RESISTANCE OF RIVETS.

Some time ago Mr. Dupuy was selected by the Ministry of Public Works, France, to make a special enquiry into the causes of deterioration of metallic structures. Experiments were first made on rivets, and a number of conclusions arrived at. A few of them are as follows: Rivets were found to not exactly fill the rivet holes, but to clamp the plates together with a pressure that gives rise to a resistance to sliding equivalent to a weld, which resistance is greater as the limit of the elasticity for rivet material is higher. The effort necessary to shear rivets per square inch of the section to be sheared is not less than three-fourths of the tensile strength of the rivets per square inch. Mr. Dupuy draws from his conclusions some rules for bridge work, among which are the following: The calculation of riveting cannot be based upon the permissible stress in the test bars, the co-efficients of safety relating to the rivets not depending in any way on those adopted for the bars.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

— LONDON, ONT.

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps. Orders filled promptly at closest prices.

LAW SUIT A WEAPON.

THE N.Y. Tribune, of Jan. 23, says: The Magnolia Metal Co., at No. 74 Cortland street, has had to defend itself against several peculiar attacks by rival corporations, which have wanted to get control of its patents, and the latest attack is in the form of an attachment, which has been served in advance of the trial of a suit for \$35,000. Charles B. and Edward C. Miller organized the company eight years ago, and the corporation is incorporated under the laws of West Virginia. As the company manufactures the finest grades of metal used in journal bearings, its patents are of great value and several capitalists have vainly tried to get control of them.

Recently a discharged employe in Chicago made a claim against the company for \$7,000, and the claim was assigned to James Shanks, of this city, who brought a suit. The company settled the claim for \$1 and caused the arrest of Shanks for alleged perjury in the proceedings. Now an attachment has been issued against the company in a suit brought by a man named Lawlor, as the assignee of a claim of \$35,000 made by an English construction company. As Lawlor is a New-Yorker and brings the suit against a foreign company having an office in this city, he has been able to get the attachment before the trial of the suit. Although the suit is for \$35,000, he has been obliged to give a bond for only \$1,000, and ex-Dock Commissioner Phelan is on the bond.

Charles B. and Edward C. Miller said last evening that the English construction company which had made the claim for \$35,000, really owed them about \$80,000, and they would be able to show that by the contract if the suit of the assignee could ever be brought to trial. The suit was an American, suit, they declared, and had been brought in order to secure an attachment as a club to compel them to sell their patents cheaply. They declared that they would dispose of the suit in short order and show the animus of it when the case could be brought to trial. Instead of being liable to judgment, they said, they had made about a million of

dollars in the manufacture of magnolia metal, and only lately passed \$150,000 of the company's surplus to the capital account.

The Magnolia Metal Co., of New York, has given bond for \$36,000 in this matter, and has brought suit for \$100,000 against the parties who instigated these attachment proceedings for money actually due from them to the Magnolia Metal Co., and for attempted damage by the attachment proceedings.

A most beautiful prospectus is being sent round to friends of the Magnolia Metal Co., offering stock in this company with a ten per cent. guaranteed dividend payable semi-annually.

AN ANTI-RATTLER.

H. S. HOWLAND, SONS & CO. have just passed into stock a large quantity of Burton's Improved anti-rattlers. They name the following six good reasons to prove that the Burton Improved is probably as good an anti-rattler as is in the market:

1. They are quickly and easily inserted or removed by placing in position and drive in



A Perfect Anti-Rattler and Bolt-Holder Combined.

or out with a hammer, not being necessary to remove the bolt or shaft.

2. Their shape is such that they are held firmly in place by spring tension.

3. Being made of two pieces, solidly riveted together, they will not break as others made of one piece do.

4. Being made of Crescent patent cold rolled steel, every pair are warranted to pre-

serve their strength and elasticity, and not to bend or break with ordinary use.

5. By their use much annoyance is avoided, and very often valuable time saved.

6. If the nut comes off bolt holding shaft to shackle, the bolt cannot loose out on account of the bolt-holder attachment.

The Messrs. Howland will be pleased to have sample orders from the trade throughout the country.

HALIFAX NOTES.

O. A. Rogers has been admitted a member of the hardware firm of Walker & Hanson, Middleton, N.S. The firm will hereafter be known as Walker, Hanson & Rogers. Mr. Rogers is manager.

T. P. Calkin and M. A. Shaffner have opened a new hardware store at Middleton, N.S. Mr. Shaffner belongs to Halifax and Mr. Calkin to Kentville.

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

AS TRAVELER FOR GOOD HOUSE, BY YOUNG man. Eight years' experience wholesale and retail hardware. Good references. Box 9, HARDWARE. (3)

FOR SALE.

A FIRST-CLASS STORE, TIN AND HARDWARE Business.—Located about 50 miles from Montreal, in a manufacturing town of 2,000 population, with electric light and water-works. The only hardware store in the place. Good reasons for selling. Rent of building and price of business reasonable. Address: N.M.G., office HARDWARE AND METAL, Toronto. (8)

WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

OUR TRAVELLERS...

Will start out in a very few days with samples of our '96 line of wheels, also a full line of Sporting Goods, Fishing Tackle, Bicycle Sundries and Summer Goods. They are gentlemanly fellows and will not bore you by hanging round all day interrupting your business. They have a line of goods that are unequalled, and they know they have only to show their samples to close with you. We tell you they ARE COMING so that you may not be induced to give your orders before having seen them. Remember, goods well bought are half sold. Goods bought from us are well bought. WAIT FOR THEM.

149 Yonge
Street

The R. A. McCREADY CO., Ltd., Toronto, Ont.

The Guelph Norway Iron and Steel Company, Ltd.

GUELPH, ONT.

MANUFACTURERS OF A

SUPERIOR QUALITY COMMON IRON

Refined Horse Shoe

Norway Iron a Specialty

HE MADE HIMSELF A MAN.

WHEN Garfield was asked as a young boy, "what he meant to be," he answered: "First of all, I must make myself a man; if I do not succeed in that, I can succeed in nothing."

Montaigne says our work is not to train a soul by itself alone, nor a body by itself alone, but to train a man.

One great need of the world to-day is for men and women who are good animals. To endure the strain of our concentrated civilization, the coming man and woman must have an excess of animal spirits. They must have a robustness of health. Mere absence of disease is not health. It is the overflowing fountain, not the one half full, that gives life and beauty to the valley below. Only he is healthy who exults in mere animal existence; whose very life is a luxury; who feels a bounding pulse throughout his body; who feels life in every limb, as dogs do when scouring over the field, or as boys do when gliding over fields of ice.

Pope, the poet, was with Sir Godfrey Kneller, the artist, one day, when the latter's nephew, a Guinea slave-trader, came into the room. "Nephew," said Sir Godfrey, "you have the honor of seeing the two greatest men in the world." "I don't know how great men you may be," said the Guinea man, "but I don't like your looks. I have

often bought a much better man than either of you, all muscles and bones, for ten guineas."

Sydney Smith said, "I am convinced that digestion is the great secret of life, and that character, virtue and talents and qualities are powerfully affected by beef, mutton, pie crust and rich soups. I have often thought I could feed or starve men into virtues or vices, and affect them more powerfully with my instruments of torture than Timotheus could do formerly with his lyre."

What more glorious than a magnificent manhood, animated with the bounding spirits of overflowing health?

It is a sad sight to see thousands of students graduated every year from our grand institutions, whose object is to make stalwart, independent, self-supporting men, turned out into the world saplings instead of stalwart oaks, "memory-glands" instead of brainy men, helpless instead of self-supporting, sickly instead of robust, weak instead of strong, leaning instead of erect. "So many promising youths, and never a finished man!"

The character sympathises with and unconsciously takes on the nature of the body. A peevish, snarling, ailing man cannot develop the vigor and strength of character which is possible to a healthy, robust, jolly man. There is an inherent love in the human mind for wholeness, a demand that shall come up to the highest standard; and there is an inherent protest or contempt for preventable deficiency. Nature, too, demands that man be ever at the top of his condition. The giant's strength with the imbecile's brain

will not be characteristic of the coming man. The first requisite of all education and discipline should be man-timber. Tough timber must come from well grown, sturdy trees. Such wood can be turned into a mast, can be fashioned into a piano or an exquisite carving. But it must become timber first. Time and patience develop the sapling into the tree. So through discipline, education, experience, the sapling child is developed into hardy mental, moral, physical timber.

What an aid to character building would be the determination of the young man in starting out in life to consider himself his own bank; that his notes will be accepted as good or bad, and will pass current everywhere or be worthless, according to his individual reputation for honor and veracity; that if he lets a note go to protest, his bank of character will be suspected; if he lets two or three go to protest, public confidence will be seriously shaken; that if they continue to go to protest, his reputation will be lost and confidence in him ruined.

If the youth should start out with the fixed determination that every statement he makes shall be the exact truth; that every promise he makes shall be redeemed to the letter; that every appointment shall be kept with the strictest faithfulness and with regard for other men's time; if he should hold his reputation as a priceless treasure, feel that the eyes of the world are upon him, that he must not deviate a hair's breadth from the truth and right; if he should take such a stand at the outset, he would, like George Peabody, come to have almost unlimited credit and the confidence of all, and would have developed into noble man-timber.—Architects of Fate.

*If there is
a perfect mower*

on earth, it is the **WOODYATT.**

It has all the points that go to

make up a thoroughly reliable grass cutter, and the recently added grass box is something that no other mower

can boast. In buying use cool judgment—then you'll likely buy

A WOODYATT

CHARLES H. RICHES

Solicitor
of**PATENTS**

Canada Life Bldg, King St. W., Toronto

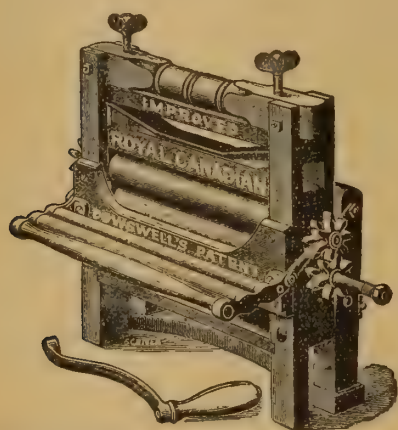
Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



SOLID WHITE RUBBER ROLLS. The quickest tub perfect in action. Two Pressure Screws, double gear at each end, metal bearings. **Brass Caps at each end** of top bar, making it the finest finished Wringer in the market. **Every Wringer with our name on is Warranted.** Manufactured by

DOWSWELL BROS. & CO.
HAMILTON, ONT.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root**BASKETS**THE OAKVILLE
BASKET CO.

PIG IRON PRODUCTION.

THE Iron Age, in its monthly statement of the pig iron production, says: "The stopping of a number of large furnaces, which more than counterbalanced resumption of work by smaller plants, and a general tendency to lessened output among the works running, have led to some lessening of the output of pig iron. Since the opening of the year, to which our report refers, there have been further stoppages, notably in the Central West, and a further restriction is imminent. While this is progress in the right direction, it is doubtful whether consumption is even now capable of coping with the output. The weekly capacity of all the furnaces on January 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
December 1, 1895.....	242	216,797
January 1, 1896.....	241	207,481
November 1.....	239	217,306
October 1.....	232	201,414
September 1.....	215	194,029
August 1.....	200	180,525
July 1.....	185	171,194
June 1.....	172	157,224
May 1.....	171	156,554
April 1.....	171	158,132
March 1.....	173	156,979
February 1.....	179	163,391
January 1.....	182	168,414
December 1, 1894.....	184	168,762
November 1.....	181	162,666
October 1.....	172	151,135
September 1.....	171	151,113
August 1.....	135	115,356
July 1.....	107	85,950
June 1.....	88	62,517
May 1.....	127	110,210
April 1.....	144	126,732
March 1.....	133	110,166
February 1.....	125	99,242
January 1.....	130	99,087
December 1, 1893.....	130	99,379
November 1.....	117	80,070
October 1.....	114	73,895
September 1.....	125	83,434
August 1.....	169	107,042

The position of stocks, sold and unsold, as reported to us January 1, was as follows, the same furnaces being represented as in former months:

Stocks—	Aug. 1.	Oct. 1.	Dec. 1.	Jan. 1.
Anthracite.....	344,449	280,453	283,604	371,933
Coke and charcoal...	167,332	127,650	128,788	131,584
Totals.....	511,781	418,103	412,392	503,517

BUSINESS IN P. E. I.

R. B. Norton & Co., wholesale and retail hardware dealers, of Charlottetown, P. E. I., write as follows: Trade in this garden of Canada—in fact, the garden of North America—is in fairly good shape, although our farmers find no demand for their produce except milk. For milk the province will receive a great deal more than \$200,000 for the year 1895; and the industry is only in its infancy. Owing to the lack of demand for farm produce there is not as much cash moving as is usual at this season; but our farmers are learning that they must change their system, and instead of growing oats, potatoes, etc., for shipment, they must find the market for these in their own barns, and turn these products out in cheese, butter, and meat.

IN RE

WM. CLENDINNENG & SON

Iron Founders**MONTREAL**

Tenders are invited by the undersigned for the purchase of

**Foundry Buildings, Plant, etc.,
at St. Henri, Montreal**

The establishment comprises—

PIPE FOUNDRY, fitted with steam cranes for ramming and hoisting, cupola hoists, testing machines and all other requisites for manufacturing water and gas pipes of all sizes.

STOVE FOUNDRY, about 300 feet by 60 feet, fitted with two cupolas, power and other hoists, core machines, grinding machines and all other appurtenances for a first-class concern.

MACHINERY AND JOBBING FOUNDRY, with power and other cranes, 30-ton cupola and the general outfit required for a large daily output.

MACHINE SHOP, with 6 drills, 5 gap and engine lathes, planers, shapers, travelling cranes, dynamo, blowers, etc.

NICKEL-PLATING SHOP, with dynamo, batteries, polishers, etc. 1 Engine, 75 h.p.
2 Boilers, 75 h.p. each,
Blacksmith Shop, with power hammer, etc.

PATTERN SHOP, with saws, lathes, planers, edgers, etc.

The works are built on the bank of the Lachine Canal, and cover an area of about 350,000 feet, being also in close proximity to the line of the Grand Trunk Railway.

The establishment is the finest of its kind in Canada, and was designed and laid out by a competent engineer after an inspection of the most modern foundries in the Northern States.

Further particulars on application to

KENT & TURCOTTE

Accountants

97 St. James Street, Montreal

Church's Cold Water Alabastine

**The Best
Wall Coating
on the Market.**

Sold by **Paint and Hardware
Dealers everywhere.**

**New Advertising Features
this Season.**

150 Newspapers

Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.

PARIS, ONT.

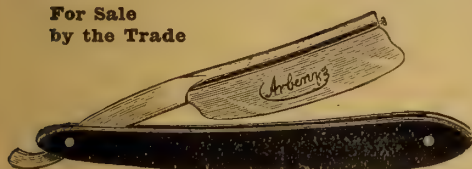
J. WATTERSON
Merchant
Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

ARBENZ'S RAZORS

For Sale
by the Trade



WITH INTERCHANGEABLE BLADES.

The best, most reliable, easiest and cheapest high-class Razor in the world.

LAMPLOUGH & MCNAUGHTON

Sole Agents - Montreal

Alexander Macpherson & Son

Barb Wire,	Plain Wire,
Pliers,	Green Wire Cloth,
Sap Spouts,	Babbit Metals,
Skate Sharpeners,	Valves,
Skates,	Harvest Tools,
Nicholson and American Files,	
Cant Dags and Handles.	

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

DEALERS AND CHILDREN.

A GREAT deal has been said about the treatment of children by retail merchants, says Stoves and Hardware Reporter, but it is a subject which, while it may seem trivial, is of very great importance, and upon which too much stress cannot be laid. Merchants are likely to slight the little ones who come into the store to make some minor purchase, and make them wait until the older customers are waited upon even if the former were entitled to precedence on account of having entered the store first. That this is wrong and likely to lead to serious results, any merchant knows if he stops to think a moment.

Children who go into the average hardware store to buy, are generally after something for which they are sent by their parents, as hardware merchants usually do not carry candy or infantile luxuries of any kind. The father may be waiting for the pound of nails or paper of tacks which the child has been sent to buy, and if the latter is delayed will ask the reason and will be annoyed if he is given cause to think that the same prompt attention has not been accorded to the child which would have been given to himself had he gone in person. Find out what the children want. If they are after picture cards tell them to wait until you are through with your customers, if it is too much trouble to hand the cards out at once. Be sure and ask them to wait in a pleasant way, and use tact in quelling any noise or disturbance the little people may cause. Just remember that the children who come into the store may represent a certain amount of trade either past, present or future, and be governed in your treatment of them accordingly.

IRON ORE IN LANARK.

It is well known that there are large deposits of rich iron ore in the County of Lanark, but circumstances never seem to have been favorable for their development.

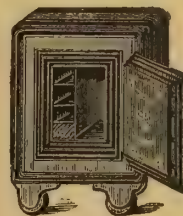
The Expositor states that Mr. A. B. Rudd, of Perth, has a gang of men sinking a shaft in his iron deposit on lot No. 15 in 5th concession of the Township of Oso, within 200 yards of the C.P.R. A depth of nearly 20 feet has been sunk on the north side of the vein, and a beautiful foot-wall coated with shale is shown, while the breadth of the vein extends over 300 feet. The length of the vein extends for some miles east and west, occasionally cropping up to the surface. A hoister has been placed in position for hoisting the ore. So far as the shaft has been sunk it shows a great wall of iron in front, and is of a very nice quality. Roughly estimating, it would yield 70 per cent. pure metallic iron. The situation of the mine is very favorable for mining operations, lying high and not likely to be troubled with water at a depth of 200 or 300 feet. This deposit is pronounced by mining experts to be one of the richest that has been opened up in that part of Canada.

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., Montreal, P.Q.

The **Swansea Forging Company, Limited**

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

Brushes

SPRING 1896.

NEW LINES NEW PRICES NEW GOODS

New catalogue now in press, ready about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

NOVA SCOTIA STEEL CO.
Limited

NEW GLASGOW, N.S.

Manufacturers of

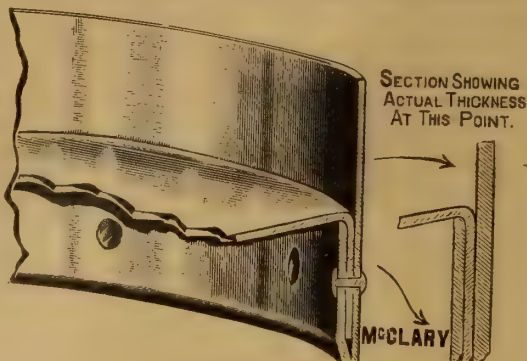
Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

BROAD HOOP MILK CAN BOTTOM.

The accompanying cut is an illustration of the broad hoop milk can bottom that is being placed on the market by the McClary Manufacturing Co., Ltd., of London, Ont. The cut shows the inner and outer bands with bottom between riveted firmly together, preventing any spring to the bottom. It also forms a heavy, solid and durable rim to the bottom, thoroughly protecting it from damage, and from its construction and strength is practically indestructible. The cut shows the actual thickness of the three combined parts.

**THE GUELPH ROLLING MILLS.**

THE City of Guelph, with its bustling, active, energetic population, contains no more important industry than the Guelph Norway Iron and Steel Company, Limited. This establishment, the smoke of whose furnaces is now making manifest the fact of its existence, will be one of the most important industries in operation in the city.

The plant is in operation and the works are superintended by a man who is second to none in his chosen avocation in the entire Dominion. This company is officered by a directorate of men of wealth, enterprise and energy, all of whom possess the progressive and liberal spirit without which no undertaking can be successful.

The plant occupies an area of three acres, into which runs a switch from the C.P.R. There are two artesian flowing wells to supply the water needed in operating the mills. The mill buildings proper measure 128 x 100 feet. These mills produce merchant bar iron of all kinds and sizes. The specialty of the mills is the making of the highest quality of Norway bar iron from scrap steel by a process which, it is claimed, is not understood and not in use in any other mill in the Dominion.

The Guelph Mercury of Jan. 21 contains the following testimonial:

Mr. Duncan McKenzie, the well-known blacksmith, of this city, who is now using the horseshoe iron manufactured by the Guelph Norway Iron and Steel Co., has, heretofore, had considerable trouble in procuring a suitable iron, and has returned large quantities on account of it splitting when being punched. He says he never handled finer metal than the horseshoe iron made at the Guelph mills. It gives excellent satisfaction in working up, and in his opinion a better iron for the purpose cannot be made. This is a high testimonial, coming from a practical man, and the old story about the proof of the pudding holds good in this case.

All the modern appliances, tools and machinery requisite for rapid and systematic work are in use. The management contemplate disposing of their output all over the Dominion. The capital of the company is \$80,000, of which \$40,000 has been subscribed.

Mr. Wm. S. Patterson, the superintendent of works, whose experience covers a period of 28 years, is a gentleman of great

executive ability, fully capable of managing such an extensive concern. His career dates from his connection with the Eureka Iron

and Steel Works, in Wyandotte, Michigan. Mr. Patterson understands his business in its every phase, from the ore to the manufactured article.

The company expect when in full operation to employ 100 men. Fifty per cent. of these will be skilled workmen.

A visit to the plant is an experience one is not likely to forget, and while it is not a case of "all hope abandon ye who enter here," the fierce white heat from the furnaces, which causes one to spring back with alacrity, if, perchance, they have ventured too near, is apt to bring up visions of Dante's Inferno.

THE MATERIAL.

The material that is worked up here is principally composed of the best scrap iron and scrap steel. An immense Gurney scale, with a capacity of fifty tons, weighs all the rough material as it is sent into the yards in carloads, and thus an accurate check can be kept on what comes in and what goes out. As only the best ore is used in the manufacture of steel, scrap steel, when de-carbonized, makes an excellent body. A big pile of scrap, consisting of piping, springs, etc., weighing in the aggregate about 2,000 tons, about \$20,000 worth of which is scrap iron and scrap steel, is stacked on the grounds ready for immediate use.

THE MACHINERY.

The first piece of machinery which the rough material is put through is an immense cutter, which will, with ease, sever a piece of steel $4\frac{1}{2}$ inches square. Here all the scrap material of inconvenient length is cut into desirable sizes and taken a stage farther on, when another powerful machine, known as a Double Muck Bar Shear, chops it up into little pieces about the size of a man's hand. It is now ready for the furnace. A few feet farther on a couple of men are busy twisting an immense lump of semi-molten metal in a furnace, and here it is that the visitor fully realizes what working in a rolling mill means. In this furnace are thrown the small pieces of metal taken from the last cutting machine, where they are "knobbed," or mixed with charcoal, etc., and undergo the special

process used in these mills. After the metal has reached a certain heat, which the workman understands, another fellow comes along with a "carriage" or a truck, on which the metal is placed and carted a few feet farther on where, still red-hot, it is placed under a gigantic drop hammer, capable of striking a blow of 15 tons weight, where it is pounded into a block. As soon as it has been knocked into the desired size, generally a rough, oblong shape, about 5-in. thick, it is again picked up with a big pair of tongs, which are connected by a chain with an overhead rod, on which tongs and their burden slide readily to the big rolls, where the block, still in a semi-molten state, is rolled, with a similar action to a clothes wringer, through a succession of rolls, each lengthening and thinning it till it emerges a heavy, round bar, about 6 feet long and $2\frac{1}{2}$ or 3 inches thick. These rolls are what is known as the "roughing rolls." This is called "stock" and may be heated and turned out refined iron, such as is used for making horseshoes, being first cut in convenient lengths, say two feet long, for making "billets." Then they are heated in a Lauth furnace, which is capable of preparing 15 tons of metal per day, taking 4,500 lbs. at each heat. This furnace is the same kind as used in the famous Krupp gun works, Germany, and is being put into all the largest mills in the United States as rapidly as their orders can be filled. The great advantage claimed for it is its even heat and the consequent very small percentage of waste. A number of "billets" can be put in and the last to be taken out will have little more waste than the first. After the metal is taken at white heat from this furnace it is run through the requisite set of rolls to make it round or flat, wide or narrow, as the finished material may be desired. After cooling and being cut into the required lengths, it is ready for the consumer.

THE POWER.

The power to run the two trains of rolls is supplied by an immense compound engine, of the Killey & Becket make, Hamilton, which has a capacity of 350 horse power. Close beside it is a 100 horse power engine, used exclusively for supplying the draft for

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.

**MICA PIPE COVERING**

Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

the furnaces. Besides this every shear and hammer is driven by separate engines in connection. Another valuable piece of machinery is an immense iron lathe for dressing the rolls. It is necessary to keep the rolls perfectly smooth and a difference of 1-64 of an inch requires a different roll. The company are still buying more rolls, in order to supply the trade with all the shapes, kinds, and sizes of iron.

In the centre of the building is a structure that looks like a gigantic brick chimney. This is a Cahall boiler, and utilizes all the heat from the Lauth furnace in making steam to help drive the machinery. Two Goldie & McCulloch boilers, with a capacity of 200 horse-power each, are also used therefor.

QUALITY OF PRODUCT.

An important fact in connection with the Guelph Norway Iron and Steel Co. is that they manufacture a grade of iron that is not made in any other place in Canada, and consequently they are only competing with those who manufacture the finer qualities in the United States and Europe, and which have had to be imported. The reporter was shown two samples of $\frac{5}{8}$ bar iron, one imported, the other the lowest grade which the Guelph mills make. Experts pronounce the home made article to be vastly superior in quality. All sizes of iron are, of course, made, and any quality, from the ordinary bar iron to the best refined Norway, which cannot be excelled. So far no steel has been made, but the manufacture of this article will likely be commenced soon.

Mr. James Taylor, Guelph, is foreman of the mills. He was for many years employed by the G. W. R. Co., and more recently with C. Kloepter, and is considered an expert judge of the different sizes of iron.

The salesman is Mr. T. D. Beddoe, who spent a lifetime in the rolling mill business, has made very good sales and brings encouraging reports as to the business to be done wherever he has been. Mr. Beddoe is a practical man in the rolling mill business, having made bar iron as well as sold it.

Mr. James Naismith, the secretary and treasurer, is well known to every citizen of Guelph, having spent his life in their midst. He has made himself thoroughly conversant with the rolling mill business and has displayed good judgment and excellent tact in handling this important department of the undertaking.

The establishment owes its existence to Mr. W. S. Patterson, the mechanical superintendent, who, in December, 1894, first laid his plans before the Guelph Board of Trade. An energetic committee were successful in getting \$40,000 worth of stock subscribed, and Messrs. James Watt, president; J. E. McElderry, C. Kloepter, vice-president; A. R. Woodyatt and Frank Dowler, were appointed directors of the incorporate company.

The mills have at the present time an output of 15 tons per day finished metal, while an equal quantity is worked up into stock. When running day and night, as they expect to be doing by spring, they will employ at least 100 men, and can produce from 25 to 28 tons of finished metal.

ENGLAND'S EXPORT OF BICYCLES.

What popularity the English bicycles enjoy in the different countries is shown by the following figures: England exported from January 1 to September 30, 1895, £279,000 sterling worth of bicycles to France, Belgium,

130,000; Russia, 115,000; Holland, 101,000; United States, 94,000; Germany, 81,000; Austria, 4,000; Japan, 1,000. The English total export of bicycles during the nine months mentioned amounted to nearly £800,000 sterling, or about \$4,000,000.

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...

Best Varnishes TIN PLATE

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

Makers'
Agents for

Lydbrook, Allaway's
Dominion, and other brands.

Enquiries for IMPORT orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

... MONTREAL

SPRITE CYCLES

LEAD QUALITY
FOR FINISH
LOW PRICES

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free

CATALOGUE
UPON
APPLICATION



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY
London, W.C

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

B. L. MOOREHOUSE, general merchant, Newbury, is offering to compromise at 60c. on the dollar.

J. B. Dickson, general merchant, Castleford, has assigned.

Perry & Turner, hardware dealers, Victoria, have assigned.

R. R. Cranfield, general merchant, Wallace, N.S. has assigned.

J. Rheault, general merchant, Stanfold, has assigned to A. Quesnel.

James Daly, general store, Chinguacousy, has assigned to R. Crawford.

Thos. Wilkinson, general merchant, Alberton, is asking an extension.

A. Daveluy, general merchant, Maddington, Que., is financially embarrassed.

A. J. Pinard, general merchant, St. Monique, has assigned to A. Lamarche.

Oscar Wieler, tinware and stoves, Kentsville, have assigned to James W. Bettes.

A. Tufford, carriage manufacturer, Burlington, has assigned to John H. Tennant.

The affairs of W. R. Cuthbert, brass founder, Montreal, are being investigated.

Wm. Steele, tinsmith, Carleton Place, is offering to compromise at 35c. on the dollar.

Len & Co., general merchants, Alliston, are offering to compromise at 50c. on the dollar.

The Independent Match Co., of Louiseville, Que., has compromised at 65c. on the dollar.

E. R. C. Clarkson, of Toronto, has been appointed liquidator of the Victoria Electric Light Co.

Louis Guilbault, general merchant, St. Aime, Que., is offering to compromise at 25c. on the dollar.

J. B. Montanbeau, general merchant, Batiscau, Que., is offering to compromise at 30c. on the dollar.

E. A. Piche, general merchant, Drummondville, Que., is offering to compromise at 40c. on the dollar.

Mrs. W. D. Hunter, general merchant, Chalk River, Ont., has compromised at 40c. on the dollar, cash.

John Cunningham, general merchant, Pembroke, is trying to settle with his creditors at 45c. on the dollar.

James Irwin, general dealer, at Brussels, has assigned to E. R. C. Clarkson, Toronto. The liabilities are \$2,400, with assets nominally the same.

Bonnar & Co., general merchants, at Meritton, have assigned to E. R. C. Clarkson. The business is a small one, the liabilities aggregating \$1,500.

CHANGES.

Wm. Tilden, general merchant, Blytheswood, is advertising his business for sale.

A. Desjardins has begun business in Chrysler as a wheelwright.

J. L. Franklyn, hardware, Wolfville, N.S., has sold out to C. E. Starr & Co.

David Charlebois, blacksmith, Chrysler, has removed to Longtinville, Ont.

W. Burden, blacksmith, Little Britain, has been succeeded by W. J. Yeo.

A. Lafortune has commenced business in St. Roche L'Achigan, Que., as blacksmith.

N. Campeau & Co. have started into business as tinsmiths at Buckingham, Que.

Irwin & Co., general merchants, Brussels, have assigned to E. R. C. Clarkson, Toronto.

The New Barnes Bicycle Co., of Woodstock, have obtained a charter of incorporation.

The Montreal Electric Light Co., of Montreal, are seeking incorporation, with a capital of \$200,000.

The stock of C. Turgeon, general merchant, St. David, Que., has been sold at 37½c. on the dollar.

The Toronto Junction Foundry Co., Ltd., of Toronto Junction, have obtained a charter of incorporation.

Alex. McArthur, blacksmith, etc., Chatsworth, has been succeeded by Alex. Cameron, and has removed to Chesley.

H. A. Nelson & Sons, of Montreal and Toronto, are liquidating their Toronto branch and concentrating their business in Montreal.

PARTNERSHIPS FORMED AND DISSOLVED.

Gardner & Brown, general merchants, Arnprior, are dissolving. W. A. Brown continues.

A new partnership has been registered by John McDougall & Co., car wheel manufacturers, Montreal.

Pierre Carriere & Son, general merchants, St. Philippe (Argenteuil Co.), are dissolving. A. Carriere continues.

Walker, Hanson & Co., hardware, Middleton, N. S., have dissolved. O. A. Rogers has been admitted partner under the style of Walker, Hanson & Rogers.

Harry Finn and Henry J. Leeming have registered a partnership in Montreal under the style of The Crystal Oil Co., to carry on business as dealers in coal oil.

SALES MADE AND PENDING.

Alfred Brousseau, blacksmith, Quebec, is advertised to be sold out by the bailiffs.

The assets of Wm. Johnston, general merchant, Westplain, Ont., have been sold.

The assets of John M. Tobin, general merchant, Glen Robertson, have been sold.

The stock of Thomas Normandin, furniture, Montreal, has been sold at 68c. on the dollar.

The general stock of Mott & Robson, Athens, Ont., has been sold at 66c. on the dollar.

The stock of Remi Racicot, general merchant, Windsor Mills, Que., has been sold at 71c. on the dollar.

The stock of D. A. Clement, general merchant, St. John's, Que., has been sold at 30c. on the dollar.

The assets of Thomas Sorme, Jr., & Co., tents and awnings, Montreal, have been sold at 40c. on the dollar.

FIRES.

H. Robertson & Co., general merchant, Strathclair Station, Man., has been burned out; insurance, \$2,800.

DEATHS.

R. A. Essery, of Allen & Essery, implements, South Edmonton, is dead.

WINNIPEG RETAILERS.

The first regular meeting in the new year of the Retailers' Association of Winnipeg was held on the evening of the 22nd inst. in Sloan's Delmonico hall. There was a large attendance of the retail merchants. The annual reports show the affairs of the association to be in a very healthy state. The result of the election was as follows.

President—Gilbert Fowler.
Vice-President—William Wellband.
Secretary—J. M. Teichman.
Treasurer—J. K. Wright.

A permanent committee to which to refer all important subjects for consideration and report was also selected, composed of the officers-elect and Messrs. William Grundy, Geo. Ryan, R. H. Nunn, T. D. Deegan and Ald. Geo. Craig.

A great deal of discussion was occasioned by a motion dealing with the business tax, and which will come up at next meeting.

After adjournment, Mr. Geo. Ryan, the retiring president, entertained the members to a supper in Delmonico dining hall, and a most enjoyable time was spent in social conviviality, speech making and singing.

The association showed its appreciation of Mr. Sloan's kindness in granting it the use of his parlors free and passed a unanimous vote of thanks, accompanied by a tangible token of their appreciation.

According to Dun, the number of failures for the calendar year 1895 in Canada were 1,891, against 1,856 in 1894. According to Bradstreet, the figures were 1,923 in 1895, against 1,873 in 1894. The gross receipts of the C. P. R. for the year 1895 were \$18,937,000, against \$18,752,000 in 1894. The gross receipts of the Grand Trunk were \$18,001,000, against \$18,037,000 in 1894.

London—Paris—Hamburg

From all points we can save expense to direct importers of small shipments. The Co-operative System does it. Write for particulars.

BLAICKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.



Thos. Forrester, 298 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.

FOR IRON FENCING BANK AND OFFICE RAILINGS



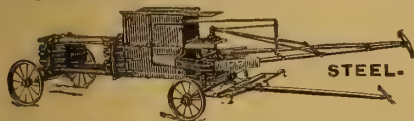
and all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

DEDERICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

ADVANCED! WHAT?

All kinds of Raw Material; but we are determined to keep our well known brand

UNICORN MIXED PAINTS

at the same popular price as before—How do we do it? We turn out such big quantities that we can be satisfied with small profits, and our paints are the

BEST IN AMERICA.

A. RAMSAY & SON, MONTREAL



White Enamelled inside, red japanned outside, and finely decorated

Meat Cutters

New stock just in.

FROTHINGHAM & WORKMAN
Montreal

LUMBER TRADE IN B.C.

The British ship *Nineveh*, 1,174 tons, Captain Broadfoot, sailed Jan. 17 for Sydney from Moodyville with 720,000 feet rough lumber, 100,000 feet of tongued and grooved flooring, and 45,000 laths. Valued at \$7,800. The British ship *Birkdale*, 1,398 tons, from Callao, arrived in Royal Roads Jan. 20. It is reported she will load at Vancouver for the west coast of South America. It is rumored another charter has been fixed for Shanghai to load at Burrard Inlet. The rate is said to be \$25. 6d.

The City of Florence hence July 9th for Antwerp, arrived Jan. 8. She was reported overdue.

A fair enquiry exists for lumber tonnage, says The Commercial News, and coastwise employment is found by most of the local fleet, so that the whole situation is favorable at the present time.

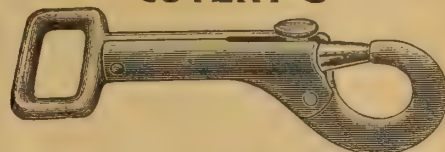
Quotations for Douglas fir lumber for foreign shipment are firmer. Some of the mills have already advanced prices \$1 per thousand. The present position, now steadily growing stronger, justifies the advance.

In lumber lines on the Pacific coast the most encouraging feature has been that of the cargo trade, says The Puget Sound Lumberman. The demand has steadily increased throughout the year, the best month having been December. British Columbia has also shown increased activity in this direction. There is no reason why the demand, particularly in foreign shipments, may not be largely increased rather than fall off during 1896. The superior quality of West Coast products is becoming known in Australia, in South America, and in an encouraging degree in South Africa. There is good reason for the belief that the 200,000,000 feet or more which have gone from the North Pacific coast to foreign ports during the past year may be doubled in the year just opening. This will certainly be true if the combine which is now in process of incubation goes into effect.—B.C. Commercial Journal.

SCALE IN BOILERS.

A very novel method of getting rid of scale in a boiler is credited by a Boston paper to an engineer in that city. The scale came from the use of well water. The feed pipe enters the front of the boiler just about the water line, and has slots cut in it about an eighth of an inch wide, instead of the ordinary spraying method of distributing the water, and surrounding the feed pipes in the larger pipe, about six inches in diameter and cut away at the top; the feed water enters the boiler and discharges through the slot in the feed, depositing all the foreign matter in the water into this catch pipe instead of into the boiler—the success of the plan depending upon having a high temperature of feed at about the boiling point, when the solids held in suspension of or solution in water will be deposited.

1875. COVERT'S 1896.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt & Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS

"JARDINE"

Axle Cutter

A new tool for cutting back shoulder of worn axles.

PRICE, - - \$6.00

Simpler and better than machines sold at \$20.00.

A. B. JARDINE & Co.

HESPELER, ONT.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
--	--	--

Canadian, discount 45 and 50 per cent.		
--	--	--

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb.	0 11	0 15
--------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, " "	6 00	
Henis, No. 9, " "	7 00	
Queen City " "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star, " "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, " "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, " "	1 10	
Queenstown, " "	1 10	
Napanee, " "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, " "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.	1 30	2 25
Star, " "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount, Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.		
--	--	--

FREEZERS.

Ice Cream.

Genl, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

	Double Diamond	Per 100 ft.
14 to 25	4 45	9 15
26 to 30	4 35	8 50
31 to 35	4 30	8 15
36 to 40	4 25	7 50
41 to 45	4 20	7 00
46 to 50	4 15	6 30
51 to 55	4 10	5 50
56 to 60	4 05	5 00
61 to 65	4 00	4 30
66 to 70	3 95	3 50
71 to 75	3 90	3 00
76 to 80	3 85	2 50
81 to 85	3 80	2 00
86 to 90	3 75	1 50
91 to 95	3 70	1 00
96 to 100	3 65	0 50
101 to 105	3 60	0 00
106 to 110	3 55	0 00
111 to 115	3 50	0 00
116 to 120	3 45	0 00
121 to 125	3 40	0 00
126 to 130	3 35	0 00
131 to 135	3 30	0 00
136 to 140	3 25	0 00
141 to 145	3 20	0 00
146 to 150	3 15	0 00
151 to 155	3 10	0 00
156 to 160	3 05	0 00
161 to 165	3 00	0 00
166 to 170	2 95	0 00
171 to 175	2 90	0 00
176 to 180	2 85	0 00
181 to 185	2 80	0 00
186 to 190	2 75	0 00
191 to 195	2 70	0 00
196 to 200	2 65	0 00
201 to 205	2 60	0 00
206 to 210	2 55	0 00
211 to 215	2 50	0 00
216 to 220	2 45	0

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz, sets net, to 10 per cent.	
Hay knives, spear point, L or T handle, 60 per cent.	
Lightning, per doz.....	6 50 8 40
Heath's, 52½ p.c.	

LADLES.

Melting, per doz.....	1 70 4 50
-----------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.....	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
" glass, ".....	4 00 4 50
All glass, ".....	1 20 1 30

LINES.

Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz.....	2 90 7 50
Cabinet, ".....	
Eagle, dis. 40 to 42½ p.c.	
Padlock, ".....	
English and Am., per doz.....	0 50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. 15 to 17½ p.c.	

MALLET.

Tinsmiths', per doz.....	1 25 1 50
Carpenters', hickory, per doz.....	1 25 3 75
Lignum Vitae, per doz.....	3 85 5 00
Caulking, each.....	1 60 2 00

MATTOCKS.

Canadian, per doz.....	8 50 10 00
------------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINCING KNIVES.

American, per doz.....	0 42 2 35
------------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—	
1. Either Canada or American pattern -	
Basis—50 to 60 dy.....	2 50
40 dy.....	2 55
30 dy.....	2 60
20, 16, and 12 dy.....	2 65
10 dy.....	2 70
8 and 9 dy.....	2 75
6 and 7 dy.....	2 90
2. American pattern only—	
From 4 to 5 dy.....	3 10
3 dy (lath).....	3 50
3. Canada pattern only—	
From 4 to 5 dy.....	3 00
3 dy (lath).....	3 40
3 dy, A.P. fine.....	4 10
Car lots 10c. less.	
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.	
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.	
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.	

NAIL PULLERS.

German and American.....	1 85 3 50
--------------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.....	3 38 4 00
Diamond.....	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).....	0 16 0 16
Carbon safety ".....	0 18 0 19
Canada w. w. ".....	0 18 0 19
American w. w. ".....	0 00 0 20½
S. r. seal, per gal.....	0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.....	0 00 19 50
Zinc and tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass.....	1 50 3 50
Malleable, dis. 25 per cent.	

PAIS.

Galvanized, per doz.....	2 25 3 30
--------------------------	-----------

PENCILS.

Dixon's, per gross.....	1 00 4 25
Carpenter.....	2 25 3 60

PICKS.

Per doz.....	6 00 9 00
--------------	-----------

PICTURE NAILS.

Porcelain head, per gross.....	1 65 3 00
Brass head, ".....	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.	
Wood, fancy Canadian or American, 37½ to 40 per cent.	

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.....	2 00 5 00
-----------------------	-----------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.	
Button's Imitation, per doz.....	5 00 9 00
German, per doz.....	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.....	1 35 2 00
----------------------------	-----------

PRUNING SHEARS.

Per doz.....	4 00 5 50
--------------	-----------

PULLEYS.

Hothouse, per doz.....	0 55 1 00
Axle.....	0 22 0 33
Screw.....	0 27 1 00
Awning.....	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62½ p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.....	1 00 1 85
Conductors, ".....	9 00 15 00
Tinners' solid, per set.....	0 00 0 72
" hollow, per inch.....	0 00 1 00

PUTTY.

Bladder, per lb.....	0 01½ 8
Tins, lbs.....	2 50 2 75

RAIL.

Barn door, per foot.....	0 03 0 03½
Sliding door, ".....	0 03½ 0 03½
Lanes, ".....	0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 p.c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz.....	8 00 18 00
Boker's, ".....	7 50 11 00
Wade & Butcher's, ".....	3 80 10 00
Arbenz's, ".....	9 00 18 00
Theile & Quack's ".....	7 00 12 00

RAZOR STROPS.

Currier's, per doz.....	1 25 3 60
-------------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.	
Copper rivets, dis. 45 per cent.	
Iron " dis. 55 per cent.	
Tinned and black rivets, 55 per cent.	
Burrs, iron, 50 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9¼
1½, 5-16, ¾ in.	7½ 00	9¾
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37½ to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.....	0 65 1 00
N.P., per set.....	0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.....	4 75 5 00
-------------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.....	0 55 0 90

SASH CORD.

Per lb.....	0 22 0 50
-------------	-----------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.	
Kempbell's, dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.

Sectional, per 100 lbs.....	1 40 1 50
-----------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen.....	0 40 0 70
"Empire," McMillan & Haynes, per ft.....	0 00 0 70
Hand, Diston's, dis. 10, 12½ p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Diston's, per ft.....	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.....	0 75 2 75
frame only.....	0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.....	0 00 7 50
Whiting.....	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.....	2 10 4 50
Foot, ".....	0 40 3 50

SCREENS.

Window, patent, per doz.....	3 50 4 50
Door, per doz.....	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.....	0 65 4 00
-------------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.	
" R. H., " dis. 72½ p.c.	
" F. H., brass, dis. 75 p.c.	
" R. H., " dis. 70 p.c.	
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.	
Bench, wood, per doz.....	3 25 4 00
iron, ".....	4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.	
---------------------------------	--

SCYTHES SNATHS.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., japanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, japanned, 80 p.c.	
" N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
" japanned handles, 67½ p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.....	0 77 1 40
----------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.	
---	--

SIEVES.

Wood rim, black, per doz.....	1 05 1 10
" tinned, ".....	1 25 1 35
Tin rim, per doz.....	2 30 2 45
black, ".....	1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.	
Acme.....	3 00 5 00
Lock, Andrews.....	4 50 11 50

SOLDERING IRONS.

Per lb.....	0 00 0 24
-------------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English.....	1 80 5 00
Iron, American.....	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross.....	7 50 12 00
Dessert, ".....	21 00 00 00
Table, ".....	30 00 30 00
Dessert Forks, ".....	24 00 00 00
Medium ".....	27 00 00 00
Table ".....	36 00 00 00

SQUARES.

Iron, per doz.....	1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.	
Try and bevel, dis. 50 to 52½ p.c.	

STAPLES.

Fence, galvanized.....	0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.....	1 75
No. 1 stove paste, per gross.....	9 00
No. 2.....	4 80

STONE.

Washita, per lb.....	0 28 0 50
Hindustani, ".....	0 06 0 07
" slips, per lb.....	0 09 0 09
Labrador, ".....	0 00 0 13
Axe, ".....	0 00 0 15
Turkey ".....	0 00 0 50
Arkansas ".....	0 00 1 50
Water-of-Ayr ".....	0 00 0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue.....	66½
Trunk tacks, black.....	60
" tinned.....	66½
B.B.B. iron carpet, blued.....	60
" " tinned.....	66½
B.B.B. iron carpet, bright or blued (in kegs).....	30
B.B.B. iron carpet, tinned (in kegs).....	30
B.B.B. cut tacks (in bulk).....	50
" " (in dozens, 1 to 6 oz.).....	45
" " (in dozens, 8 to 24 oz.).....	40
" " ¼ weights.....	45
" " tinned.....	40
Swedes, cut tacks, genuine, blued and tinned.....	52½
Swedes, upholsterers', genuine.....	50

Swedes, upholsterers', American (1 to 6 oz.).....	60
Swedes, upholsterers', American (8 to 24 oz.).....	66½
Swedes, carpet, glup, lace.....	35
brush, blued and tinned.....	40
Zinc tacks.....	35
Copper tacks and nails.....	60
Leather carpet tacks.....	30
Trunk nails, black and tinned.....	65
Clout nails.....	66½
Cigar box nails.....	45
Lining nails in papers.....	10
" " solid heads, in bulk.....	42½
Saddle nails in papers.....	10
" " in bulk.....	15
Tinned capped trunk nails.....	15

TAPE LINES.

English, ass skin, per doz.....	2 75 5 00
English, Patent Leather.....	5 50 9 75
Chesternan's, each.....	0 90 2 85
" steel, each.....	0 80 8 00

THERMOMETERS.

Tin case and dairy, dis.

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Incorporated
+ +

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of **\$100,000.00** of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices ' Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.
MONTREAL

**NORTHERN
ASSURANCE COMPANY**

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

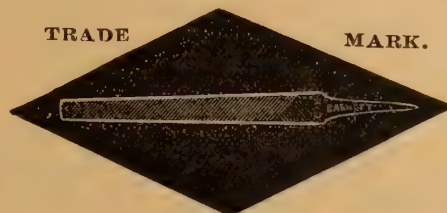
ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

**Mill Sawfiles with two Round
Edges for Band Saws.**

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags . .

Are made of the toughest and most durable paper stock and are finished with double thickness eyelets.

These tags, made to carry invoices, serve the double duty of Tag and Envelope, saving postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

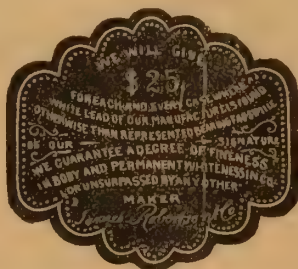
HULL, CANADA

**“The most unkindest
cut of all”!!**

It has been reported by published analyses that there are so-called leads which contain **no lead** at all. This has had its evil effect, but worse even than this is a prevalent practice of paint manufacturers to claim for their goods a high price on account of their superiority, etc., etc., when in reality the price is adulterated, as well as the goods, to cover the cost of expensive advertising. Now, it is **all-important** to the consumer that he should know exactly just what grade of goods he is buying. Our Paints and Leads are branded and substantially guaranteed just what they are. This is the **ONLY FAIR BUSINESS BASIS**, and while we manufacture from the best materials procurable in two hemispheres and have one of the best equipped plants on the continent, we make it a point to sell at the lowest possible profit.

FAC SIMILE

ON



OF GUARANTEE

OUR LABELS

THE JAMES ROBERTSON CO., LTD.

TORONTO.

BELTING, HOSE, PACKINGS

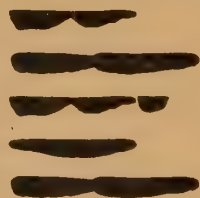


**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

Milk Can Trimmings



Broad Hoop and Iron Clad Pattern

Milk Cans, (made up) Railway and Regular Sizes

Tinned Iron—All sizes from 16 to 28 w.g.

Quotations (on application) promptly attended to.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

... **TORONTO**

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, FEBRUARY 8, 1896.

No. 6.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

SOMETHING NEW: —

We hold the all-important distinction
of not being Second-hand.

PRIDE of quality—with us—a passion.

“Safford” Patent Radiators

FOR HEATING

LEAD THE WORLD



The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . .

Fine Builders' Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

Steel-Clad Baths



Mr. W. Paul Gerhard, C.E., an expert in matters pertaining to sanitation, and whose opinion is of the highest value, says:

"In fitting up plumbing fixtures the chief aim should always be the avoidance of woodwork at and around them. All fixtures should stand free from the walls and be accessible on all sides."

STEEL-CLAD BATHS fulfil these and many other requirements.

**TORONTO STEEL-CLAD BATH
AND METAL CO. LTD.**

QUEEN STREET EAST

TORONTO.

YOU WANT OUR _____

*Factory
Milk Can
Trimmings*



THEY ARE MADE TO STAND THE WEAR AND TEAR

THE TRADE ENDORSE THEM

THE PEOPLE USE THEM

YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 8, 1896

No. 6

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

DECLINE IN THE PRICE OF WIRE.

THE unsettled feeling which last week characterized the market for wire has been dissipated, the manufacturers of annealed, oiled and annealed, barb and staples, at meetings held in Toronto this week, deciding to reduce prices.

The reduction in barb wire and staples is 25 cents per 100 pounds, the price now being \$3. Discounts, terms and deliveries are as before.

These reductions apply only to Ontario, prices in the other provinces being as before.

The price now obtaining is within 12½c. per 100 lbs. of the figure ruling a year ago, when the lowest quotations of the period of depression were in vogue. The present decline has been due to the same cause—the low prices at which American barb wire was being offered.

At \$3 per 100 pounds, delivered in lots of 1,000 pounds, to points where freight does not exceed 25c. per 100 pounds, it is expected that the American product will be shut out of the Ontario market, to points in which from Pittsburg some very low freights have been accorded lately.

One satisfactory feature for the Canadian manufacturer of barb wire is the fact that last week the American market took a more favorable turn in regard to this article, the demand having improved considerably, while prices showed a trifle more firmness.

The price of barb wire f.o.b. Pittsburg in carload lots is \$1.95, and \$2.05 in less than carload lots. This would mean \$2.70 and \$2.80 in Canada, duty paid; but as there is

the freight to further consider, it is obvious that there is not much inducement afforded Canadians to bring in the American article.

In annealed and oiled and annealed the changes only cover the sizes which are in demand.

Prices under the new list, together with those obtaining under the old list are:

Annealed—	New.	Old.
No. 14 (hay baling).....	\$3 00	\$3 25
Oiled and annealed—		
No. 10.....	\$2 60	\$2 80
" 11.....	2 60	2 90
" 12.....	2 75	3 00
Galvanized—		
No. 9.....	\$2 00	\$3 25
" 10.....	3 05	3 35
" 11.....	3 10	3 45
" 12.....	3 25	3 60
Coppered Steel Spring—		
No. 9.....	\$3 60	\$3 65

These changes, it will be noted, range all the way from 5 to 35c. per 100 lbs.

No change was made in the discount, terms or deliveries.

Stocks of wire in dealers' hands are comparatively light, and as the usual seasonable demand is near at hand, and the American market has taken a better turn, the Canadian manufacturers are looking for a fairly good trade in fencing wire, both ordinary and barb.

THE COMING MEETING OF HARDWAREMEN AT PALMERSTON.

THE meeting of retail hardwaremen and stove and tinware dealers in Palmerston on Tuesday next is unique in the history of these trades in Canada.

The object sought is the organization of an association.

The need of an association among the hardware merchants of Palmerston and adjacent places is not a fancied one; it is almost as necessary as is a mainspring to a watch.

Competition among the hardwaremen in Palmerston and near-by towns and villages has become the death rather than the life of trade.

Confidence among the merchants in each other has become an unknown quantity. And, what is worse, the farmers and other consumers in the neighborhood are using this fact to their own advantage, and to the

aggravation of the condition of the merchants.

To such a pass has it come that it is no uncommon thing for a person wanting even fifty or seventy-five cents worth of hardware to canvass the various dealers for quotations. Goods are commonly sold at cost, and, not infrequently, below cost. HARDWARE AND METAL has been cited instances where large orders have been taken as much as 10 per cent. below cost in order that they should not fall to the lot of another hardwareman.

The hardwaremen in the district realize that if this condition of affairs continues, it is only a question of time before some of them at least will not be able to pay their creditors 100 cents on the dollar. Hence the proposed meeting in Palmerston next week.

The condition of affairs in and around Palmerston is not peculiar to that neighborhood: it is common to many parts of Canada. Consequently the eyes of hardwaremen throughout the country are watching with interest the outcome of the gathering in Palmerston next week. The interest is not confined to retailers either. The wholesale men are watching, and, so far as HARDWARE AND METAL can gather, with sympathetic interest, too.

In forming such organizations as that proposed difficulties often arise which are not anticipated. The promoters of the Palmerston meeting will doubtless discover this when they convene on Tuesday.

HARDWARE AND METAL does not say this to discourage them. We merely wish to put them on their guard, for enthusiasm frequently gives place to despondency when obstacles, particularly unlooked-for ones, arise and threaten to prevent the consummation of those objects which have induced the enthusiasm. The more simple, therefore, the initiatory steps the better.

First of all let there be an association formed. This is a rock whereon there can scarcely be a split. There is probably not a hardwareman in the country who will set his face against an association. Differences of opinion only arise when ways and means are discussed for carrying out the will of organizations.

The most potent factor in bringing about the meeting to be held next week is the evils

that exist inside the retail hardware trade of district interested. These evils are, primarily, inadequate profits, long credits, and lack of confidence by the merchants in each other.

An association once formed, the first duty, it seems to us, would be to devise ways and means for at least mitigating these.

There are evils outside which affect the retail hardwareman as well as evils inside, but until the latter are mastered it is scarcely politic to attempt a fall with the former. It is always well to take the beam out of our own eye before we propose to pluck the mote from our brother's eye.

If the hardware, stove and tinware dealers who next week meet in Palmerston merely form an association and elect officers, they will have done something the value of which is beyond estimation.

It will be a practical demonstration of an inward desire on the part of the merchants to break down prejudices and co-operate with a view to doing justice one to the other.

Without creating hard and fast rules it ought not to be difficult to devise schemes that will allow merchants to obtain fair profits on the goods they sell; that will stifle the canvassing of the various dealers with quotations on petty orders; and to modify the credit system.

As the association becomes older and stronger it can extend its influence and grapple with questions which it would perhaps be premature and inadvisable to at first.

The Bricker Hardware Co., Thomas Lawrence, Angus McCurdy, Wm. Lynch, T. W. Davis and D. C. Taylor, who have taken the initiatory steps toward forming the proposed organization, are deserving of the thanks of the trade, not only in the immediate sphere interested, but in the Dominion as a whole, and **HARDWARE AND METAL** sincerely hopes that their efforts will be crowned with success.

Every hardwareman in the district should attend the convention.

THE STRENGTH OF WHITE LEAD.

Firmness still characterizes dry white lead in the primary market. If anything, prices are stiffer than a week ago, and present quotations are only subject to cable acceptance.

Mail advices received this week from Newcastle, Eng., by a Toronto firm state that the price has advanced to £16 per ton. "It is very absurd," adds the correspondent, "that grinders in Canada should be so slow to recognize this position."

A grinder figures that £16 per ton means something like a cost of \$4.90, including grinding, oil, irons, etc., to make it up in Toronto into the regular merchantable white lead.

The principal cause of the advance is the withdrawal of supplies for the Admiralty.

COULD NOT AGREE AS TO PRICE.

A meeting of jobbers handling linseed oil was held in the Rossin house, Toronto, on Thursday afternoon. The meeting was representative, all the jobbing houses in the "Queen City" being present.

The object was to try and devise ways and means of putting a stop to the price-cutting that has been going on for some weeks. The meeting, however, was in vain, none of the propositions finding favor. Retailers will therefore still be in a position to buy linseed oil at a figure below the real market value.

In the meantime, while the jobbers in Toronto are slaughtering prices, the linseed oil market, both at home and abroad, is gathering strength.

The Canadian crushers have advanced their prices for forward delivery. **HARDWARE AND METAL** saw one quotation that was half cent per gallon above the figures at which retailers are now purchasing. English advices quote higher prices there, and prices which would about equal 53c. net cash in Toronto. Of course, English oil does not come here, but reference to it is made merely with a view to showing the condition of the linseed oil market abroad as well as at home.

AGREE NOT TO CUT PRICES.

An agreement has for some time obtained among the jobbers and the Steel-Clad Bath Co. regarding the price of steel-clad baths. But it has been kept more in the breach than in the observance.

Another arrangement has, however, just been consummated whereby it is thought that the agreement will be more faithfully kept in the future as well as better prices secured.

"We have all," said a jobber, "agreed to deposit a cheque for \$100, binding ourselves to keep the agreement. Heretofore the margin of profit has been very small on account of the cutting, but we now hope to see a more satisfactory state of affairs."

IRREGULARITIES OF TURPENTINE.

The turpentine market in the south has shown a great deal of irregularity during the past week. During the early part of the week it was weak, dropping about two cents per gallon. On Thursday, however, a telegram received by a Toronto house from its agent in Savannah stated that the market was advancing.

\$100 A DAY.

Printers' Ink, a journal for advertisers, in its last issue gives an interesting sketch of J. E. Powers, the advertising expert of New York, whose fee for writing, preparing and looking after advertising is \$100 a day. Even at this price he refuses hundreds of orders. A few years ago Mr. Powers was John Wana-maker's advertising manager at a salary of

\$9,000 a year, his employer allowing him \$100,000 a year for advertising in Philadelphia alone.

A QUESTION OF TERMINAL PORTS.

WE print in another column a communication from a correspondent signing himself "St. John," dealing with the question of Canadian subsidies to steamship lines, which in winter make United States ports their terminus.

As "St. John" declares, this is undoubtedly a grievance, for every time one of these subsidized vessels enters an American port and discharges freight destined for this country, something is contributed toward the upbuilding, by the aid of Canadian money, of a competitive and alien port. But we cannot see eye to eye with "St. John" regarding the shoulders most entitled to bear the onus of this.

The Canadian Federal authorities have obviously not done all that in times past they have promised they would do. Like poor miserable sinners they have done the things they should not have done, and left undone the things they should have done. But the fact that there is not much health in them at present should make us charitable.

But the greatest sins, the sins of omission at any rate, have been more with the Imperial than with the Federal authorities. Their power to determine terminals is relatively as much greater than Canada's as is her commercial importance to that of this country. Imperial Administrations after Administrations have subsidized lines running to United States ports without seemingly once considering that on this side of the Atlantic there was a large section of the British Empire that had ports, both summer and winter, that were superior to anything possessed by our neighbors, thus building up, to the negligence of Canadian ports, the shipping industries of a rival nation. It is gratifying to know, however, that Great Britain has at last an Administration that has what promises to be a colonial policy which is far reaching enough to interest itself in the promotion of a fast line of steamships between the Motherland and its daughter on this side of the Atlantic.

As far as Canada's position is concerned, efforts have been made to induce the subsidized steamship lines to make the winter ports in this country the terminal points, but each and every effort has failed except in the instance of the Beaver Line, now running out of St. John, N.B.

But while there is room for educating both the Imperial and Federal authorities in the matter of subsidies, a little missionary work among our shippers is quite in order. In winter, as well as in summer, they should as far as possible send every pound of freight out by a Canadian steamship line having a Canadian port, for the more freight there is to be obtained at Halifax and St. John the easier will it be to induce steamship lines to make these ports terminal points.

HON. WM. J. STAIRS.

ONE of the leading merchants in the City of Halifax—certainly the leading in the hardware business—is Hon. William James Stairs. Mr. Stairs was born away back in 1819, but he is still hale and hearty. He is the senior member of the firm of Wm. Stairs, Son & Morrow. Mr. Stairs' grandfather was born in Philadelphia, and was of Scottish descent. He received his early education at Horton Academy, and learned the mercantile trade of his father, William Stairs. In 1841 he went into business for himself, dealing in general merchandize, wholesale and retail, and made a success of it. The rope walk at Dartmouth was largely brought about through the enterprising ideas of Mr. Stairs. He has always been a public spirited citizen. For several years he was an alderman of the city of Halifax. He became a member of the Legislative Council about the time of Confederation, but resigned that honorable position a few years later. Mr. Stairs is a man, who does his own thinking, and is disposed to be independent in politics. In religion he is a Presbyterian. In 1845 he married Miss Susan Morrow, and has nine children, his eldest son being John F. Stairs, M.P. Mr. Stairs has been a Lieut.-Col. in the 9th Regiment Halifax Militia, president of the Nova Scotia Rifle Association, president and director of the Union Bank of Nova Scotia, trustee of the Halifax Grammar School. He declined a canal commissionership in 1870.

A most interesting occasion in his life was the celebration of his golden wedding on June 15th, 1895, when the great esteem in which he and his amiable partner are held was amply testified.

THE CARE OF RETAIL STORES.

It is my experience, writes "Observer" in Iron Age, that by far the larger number of stores are not kept as they should be, and very many of them are in such a state of disorder as to make it a positive wonder how the proprietor himself can ever find anything called for. There should, in my opinion, be three iron-clad rules in every retail hardware store, and no deviation allowed by any one from the proprietor down. First, have a regular place for every article kept in stock, and as soon as a new supply comes in take the very earliest opportunity for marking and putting the goods in place. Second, when a salesman comes in to look at goods, and a number of boxes or a whole row of tinware is taken down, not to rest until those goods go back in their proper place, as it is much easier to straighten up stock each time than to wait until half the stock is down

and then attempt to put it up. Third, put in every spare minute in the morning dusting the stock and properly arranging every article out of line or place. If this is done only occasionally, a perfect cloud of dust is raised each time, but if kept at persistently each day, very little dust accumulates and very few articles are out of line. With very few exceptions the time up to 9 or 9.30 in the morning in retail hardware stores is generally put in gossiping or standing around the door, if in summer, or the fire in winter, with the proprietor setting the example. This is the time to work on stock.

UNSEASONABLE GOODS.

Another point to be carefully adhered to is the putting away of goods that are out of season and making room for those that are salable. For instance, in so many stores



HON. WM. J. STAIRS.

during the summer season will be seen the leavings of a winter's stock of stoves and ranges pushed back against the wall or a counter, and doing service as a catch-all, piled high with new goods not marked, covered with dust and taking up the room valuable for seasonable articles. Of course, in some places ranges are sold all the year, and samples must be kept in sight, but if this is necessary surely keep them clean and unencumbered so that they may be shown if necessary. The ceilings of a store should, I consider, always be kept free from any class of goods hanging. The old way still practised by some is to hang pails of all kinds, lanterns, strings of smaller tinware, and a good deal of woodenware from the ceiling; nothing could make a store look more mussy.

These articles are never properly dusted, it is too much trouble to get them down, and if alady wished to handle one of them she must immediately wash her hands.

ADDITIONAL SHELVING.

If short of shelf room build a double or three-decked set of shelves over an end of one of the counters to accommodate this stock, where it will be displayed in even better shape and be kept clean and bright. In the arrangement of tinware kept on shelves, have all articles carefully placed as to size, and handled pieces, as tea and coffee pots, stew pans, dippers, etc., arranged as to size, with handles all in one direction. These goods are so much more tasty and attractive if kept in this manner, and it is no more trouble when the system is once started.

CAREFUL ARRANGEMENT.

Be very careful in the arrangement of the pocket cutlery case. These are goods which sell, in many instances, by the reason of their being attractive and catching the eye of some passer-by; if they are not attractive this effect is lost. Arrange boxes as nearly as possible by size, and put different grades each by themselves. Keep samples in boxes all standing in the same direction and in the centre of box, giving them a neat and orderly appearance.

UPRIGHT SHOW CASES.

If possible have a glass wall case for the display of hand saws, hammers, squares, hatchets and all classes of carpenters' tools. This case should be at the front of the store, and occupy two ordinary sections of shelving. It should have sliding doors, and the back be arranged with pegs for hanging the different articles; also a background of some dark material. These are the most attractive goods in stock, and if kept before the people continually must make many sales that would not be made otherwise.

NEW MARINE PAINT.

A Scotch inventor has recently brought to notice a new and valuable marine paint, the object of the article being a capacity of application in a cold state to the submerged and various other parts of ships or other craft, the effect being that of a quick-drying, anti-fouling zinc and tallow paint. For the accomplishment of this purpose a composition has been devised consisting of 40 per cent. of oxide of zinc, 12 per cent. of linseed oil, 28 per cent. of tallow and 20 per cent. of thinnings—the latter substances being composed of 60 per cent. of shale naphtha, benzoline or other similar spirits, 30 per cent. of gum dammar, and 10 per cent. of rosin; these proportions are alterable to suit different waters and conditions.

DROPS FROM THE EDITOR'S PEN.

Like candy to children is candor to adults: it wins.

A perverse son is as a cloud and not as a sun to his parents.

If you want to make your business pay, advertise it then without delay.

'Tis business built on proper lines that make men rich these modern times.

Some men are big circulation liars because the circulation of their journals is small.

Unlike turnip seed, the seeds of energy sown in the morning of life always bear fruit.

The effective advertiser is a consistent advertiser, let times be dull or let times be bright.

It is not necessary to advertise heavy goods in order that your "ads." may carry weight.

The only anchor which will fasten disagreeable customers to your store is pleasantness.

Popularity built upon good goods is as a house built upon a rock which the floods of competition cannot remove.

Tarrying long at the pool table does not develop mental muscle necessary to enable one to pull well in the race of life.

A man must climb if he would win success in life; but if it is failure he wants all he needs do is to sit down—and slide.

Merchants who consider they can do without a trade paper are as mariners who fancy they can dispense with the compass.

Hard workers in their young days will be spared remorse in their old days, no matter what their lot may be. The sense of duty done is worth more than gold, and is more lasting.

The richest of all jewels is consistency, and yet it requireth not gold for a setting, and is at the command of the rich as well as the poor.

The president of a business men's association may not necessarily be the brains of the organization, but he is supposed to do most of the thinking.

Never designed was it that man should be a donkey, and yet a near relative of this patient but stubborn animal is the merchant who persists in indiscriminate credit-giving.

The advertisement in the trade paper is the traveler's herald, going before him, often

many days, and announcing to buyers what manner of goods the house he represents has to sell.

The merchant who pays his clerks in the coin of the realm only, for services rendered, is not giving them their full wages: tuition in business ethics should also be forthcoming.

Mis(s) Understanding and Mis(s) Representation are two misses that merchants should try and keep out of their store. Their reputation is not good, and where they abide customers will not come.

If men won't work for their families they should be made work for the state, for while their families may not gain anything, it is certain they will not lose anything by such a condition, and the state and society would assuredly benefit thereby.

Business success is won by continuity of effort, and he who, attracted by some will-o'-the-wisp, is ever and anon shunting off into some side track can no more hope to succeed than can the runner who stops in the race to flirt with the cook.

If all merchants were as zealous to guard the good name of their own business as they sometimes are to malign their competitors, it would be better all round, financially as well as morally.

A poor man with a dollar would not hesitate to invest it where he knew one hundred and twenty-five cents could be obtained in return; but a merchant with an appreciation of the benefits of advertising will refuse to advertise on the plea that he cannot afford it.

An alleged creditor of the Canada Atlantic railway has adopted the expedient of attempting to wreck the trains of the debtor. The expedient is novel, but it cannot be commended. Neither can any other system which injures more the innocent than the debtor.

The Latin motto which the Consumers' Gas Co. of Toronto affix to their documents, and the interpretation thereof is, "For the Common Good." A friend of mine thinks this a travesty. I don't. It means for the common good of the shareholders, only the well-known modesty of the company precludes it from affixing the word "shareholders."

A QUICK PASSAGE.

A prominent business man of this city, who is extensively interested in Canadian steamship service, gave The Herald a short interview last evening. He said that the port of St. John, N.B., was rapidly coming to the front as a desirable and advantageous freight and passenger route. It was not behind its rivals on the other side of the

line, and, as an illustration, remarked that the Lake Ontario, of the Beaver Line, left Liverpool Saturday, January 18, at 4 p.m., arriving at St. John on Tuesday, the 28th ult., at 6 a.m. The passengers left on the afternoon train, reaching Montreal Wednesday morning. Twenty cars of freight were despatched the same evening, and were delivered in Montreal Thursday at noon. Thus goods were shipped from Liverpool via this route and delivered in Montreal in the short time of twelve days.—Montreal Herald.

A BUSINESS CHANGES HANDS.

Guillot P. Ames, dealer in shelf and heavy hardware and silverware, Wiarion, Ont., has sold out to Kyle & Squire, who took possession 3rd inst. Mr. Kyle has been manager for Mr. Ames for two years, and was the latter's predecessor as owner. He is well known to the wholesale trade. Mr. Squire is the son of a retired capitalist, and has been learning the hardware business with Mr. Ames for the past eighteen months.

The new firm has ample capital, and is starting out on the cash system, and HARDWARE AND METAL bespeaks for it a continuance of the prosperity which attended the business under its former owner.

"Before severing my connection with you," writes Mr. Ames to HARDWARE AND METAL, "allow me to express my appreciation of your journal. During my business career I have received many valuable hints from it."

NOTEWORTHY COSMOLOGICAL STATEMENTS.

Two noteworthy cosmological statements of recent utterance are attributed to those distinguished scientists, Prof. Dewar and Sir Robert Ball. According to the former, oxygen is highly phosphorescent, and under certain conditions will give off a steady light, this being a suggestion as to the origin and nature of light, the proportion of oxygen increasing nearer the earth's surface and so does the increase of light. As we ascend in the atmosphere, light and the proportion of oxygen to the other gases increase in nearly the same ratio as the force which radiates from the sun in straight lines comes in contact with the oxygen of the earth's atmosphere, and it is argued that this combined action ignites the carbon gases, producing light. Of kindred interest to the foregoing is the opinion expressed by Sir Robert S. Ball that a star is a mass of matter heated to such an extent that its effulgence is perceived far and wide—a heated condition, however, which is exceptional for, though it doubtless lasts millions of years, the temperature must finally sink to that of space, where it will remain permanently, unless again kindled by some accident into temporary luminosity; a primary fact to be kept in view is that the normal and ordinary state of all the matter of space is cold and non-luminous, and therefore invisible to us.

METAL WORKING, OLD AND NEW.

WE need to look back but a few decades, says a writer in *Metal Worker*, to find the productions of the average tin shop materially changed, and with them in great measure the ways of working. Formerly the tinner was seldom at work away from his shop and bench, mostly confining himself to the fabrication of domestic utensils, which, under the general name of assortment work, were in all their components made up from the sheet. An early departure from old methods was the stamping press, which took the place of the raising hammer and block in the formation of concaves, so that it became economy to buy covers and the like ready cut and shaped. Machinery had begun to compete with hand labor, and when it furnished those parts of tinware called "trimmings," at a cost which even an apprentice working up scrap could not compete with, the journeymen feared an invasion of their province, which speedily came, in the shape of whole lines of machine-made ware, in quantities that hand labor at day's work had not dreamed of. Those tanners who served an old-fashioned apprenticeship, varying from cups to lobster back elbows, will recall how their occupation seemed to be going, as step by step the march of invention and labor division moved on. The plates grew larger, making less pieces and less labor. Solder ceased to be a shop product. The raising block—before mentioned—and its relatives, the wood formers, dropped from parts of the plant to possible fuel. Copper sheets that required hours of labor with the hammer were replaced by those with smooth rolled compact surfaces. Pepper boxes, molasses cups, candlesticks and molds, reflector ovens, lamps and lanterns, with other tin antiques, were superseded, and so much work lost in consequence. The pessimists of those days foresaw a time when tanners, shoemakers, hatters and coopers would alike cease to be individual craftsmen and become at best factory operatives; but time has proven them false prophets in the tinner's case. His sphere of usefulness has been so much enlarged, and the variety of his material so greatly extended, that were it not for old memories and precedents the title of tinsmith might well be changed to that of metal worker. This iron age, with its architectural and other constructive demands, has revolutionized the tin trade, and its artisans, instead of remaining specialists, are perhaps more versatile than any others of the world's workers. Doubtless the hand work of the smaller shops must continue to give place to the power moved factory machines in the making of domestic wares, heater, conductor and stove pipes, eave troughs, and a constantly increasing line of staples; but the decline of one line of work seems to be always followed by a call for another, making it certain that we shall have tanners, like the poor, always with us.



OUR ADVERTISING

Matter has been greatly admired by all who have seen it. It IS expensive, VERY expensive. It costs us a lot of money. It is like our Paints—the very best of the kind that can be produced. It is the result of long experience, much thought, talent and brains. We try to excel in everything we undertake.

NOW do you think we would spend our good money in advertising a poor, or ordinary, paint? We might just as well throw our money into the St. Lawrence and get rid of it at once. We

are well aware we cannot fool you or the consumers of paint by fine advertising, and we know, also, that others can't fool you with poor paint. It is because we have a paint to sell that is better than any other paint. Better, because it is good, honest paint. Honest, because it does all that is claimed for it—"Looks best, covers most, wears longest, most economical." We KNOW that when we get S.W.P. into the hands of the consumer he will appreciate it and never use the inferior paints again. If we did not have this full confidence, born of experience, we would not be spending our money to get a trade that we could not hold. You can't make a success of a poor article by advertising, but you can of a good one.

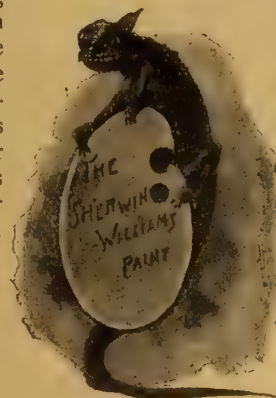
More Sherwin-Williams Paint is made and sold every week than is made by any other manufacturers in Canada in a month.

THEREFORE if making paint in large quantities makes it cheap, the Sherwin-Williams Paint should be the cheapest in the world, and it IS the cheapest—not per gallon, but by results. It is never sold, however, less than \$1.20 per big imperial gallon. Can't get gold dollars for 90c. The cheap paint is the dear paint. The S. W. P. is the good paint. YES IT IS.

The Walter H. Cottingham Co., Ltd.

Manufacturers for
Canada

MONTREAL.



HOW TWO CLERKS LIVED.

A power over a man's substance amounts to a power over his will.—Alex. Hamilton.

To him that wills ways are not wanting.

A SINGULAR and, we might say, exceptional illustration of Hamilton's statement came to our observation recently in connection with the daily life of two city clerks, the one receiving nine dollars per week the other six. The former has in London a wife and two children, and sends them every week five dollars of his earnings; the other has a wife to whom he sends two dollars per week. The two live together, not far from Washington square, within short walking distance of their place of employment, and each has four dollars per week for maintenance. Both have good shelter, spend fifty dollars per year for clothing, and both put away money, and thus belong to the capitalists of New York.

They hire a room at a price which includes light and fuel, and, noting our interest in their plan of life, kindly consented to keep an account and give the writer a statement of their subsistence and rent for one week, in demonstration of how cheaply one may live in a great city on a small sum and save money. Their account for one week is as follows:

Room rent, including gas, fuel and light.....	\$2 50
Bread and rolls.....	43
Oatmeal.....	8
Tea.....	15
Sugar.....	5
Butter.....	15
Steak.....	15
Soup and Meat.....	20
Eggs.....	5
Condensed Milk.....	10
Cabbage.....	5
Total expense for two.....	\$3 91
Rent.....	2 50
Cost of food per week for two.....	1 41
Expense of each per week for food.....	70½
Expense of each for rent and subsistence.....	1 95½
Margin for clothing and saving.....	2 04½

The menu and expenses for each day for one week were as follows:

SUNDAY—	
Breakfast—Tea, rolls, bread, butter, porridge.	
Dinner—Soup, soupmeat, bread, butter.	
Supper—Tea, bread, butter.	
Cost for day.....	27
MONDAY—	
Breakfast—Bread, butter, porridge, tea.	
Dinner—Rolls, tea.	
Supper—Meat left from Sunday and balance of soup, bread, butter, tea.	
Cost for day.....	26
TUESDAY—	
Breakfast—Tea, Bread, butter.	
Dinner—Porridge, tea, bread, butter.	
Supper—Steak, bread, butter.	
Cost for day.....	18
WEDNESDAY—	
Breakfast—Oatmeal gruel, tea, bread, butter.	
Dinner—Rolls, tea.	
Supper—Balance of steak from Tuesday, bread, butter.	
Cost for day.....	18
THURSDAY—	
Breakfast—Bread, butter, tea.	
Dinner—Rolls, egg dumplings.	
Supper—Oatmeal pudding, tea, bread, butter.	
Cost for day.....	19
FRIDAY—	
Breakfast—Bread, butter, tea.	
Dinner—Rolls, tea.	
Supper—Oatmeal gruel, tea, bread, butter.	
Cost for day.....	14
SATURDAY—	
Breakfast—Rolls, tea.	
Dinner—Bread, butter, tea.	
Supper—Bread pudding.	
Cost for day.....	19
Total (seven days) for two.....	\$1 41
Total (seven days) for one.....	70½

We believe that the amount allotted for food admits of a more generous diet than that recorded above. There is an absence of food rich in nutritive material and inex-

pensive, as beans, lentils, buckwheat flour, corn meal and rice. Mrs. Abel, in her prize essay, presented a bill of fare for a family of six, at an average price of 78c. per day, or 13c. per person, which is but 7½c. per day more than the cost of subsistence to the two clerks mentioned. Evidently our young friends have yet to learn the art of living well on a small sum. The childless clerk puts away \$2 per week. It is apparent from the above that each may clothe himself neatly and well, and both may, if they choose, enjoy some of the amusements of city life. An all-wool suit of clothes may be bought for \$7.50 to \$12.50, so that either of the clerks may have two new suits annually, sufficient underclothing, boots and shoes, and have money left for books and amusement, in addition to something for the savings bank. These two hard-working men meet all expenses on \$4 per week, and save money. Probably there are many who manage to support a family on as small or smaller sum. A boot-black with wife and three children states that he can get along very nicely on five dollars per week. Such economy does not preclude intellectual or spiritual development and growth, for the church has open doors; the libraries are many and free; entertainments of a high order are to be had free, while picture galleries and museums are open to all without cost. The street windows and the intercourse of men with men are educational, so that life to its fulness may be enjoyed on

small income, provided the individual has power over his will.

We would impress upon aspiring youth—the boys who are getting from \$4 to \$12 per week, and who incessantly grumble that their salary is too small—the incident narrated, for therein lies the secret of wealth and power. When there's a will, there's a way.—American Grocer.

THE CLERKS' ASSOCIATION.

The meeting of the Montreal Retail Clerks' Association, held this week, was a most enthusiastic one, the members all feeling happy over the success of the early closing movement in the municipal elections. Every one of the aldermanic candidates, whose names we gave in last week's paper, and for whom we urged our friends to vote, have been elected. They are all pledged to early closing. This makes only one man opposed and two undecided. There is, therefore, no danger of a repeal of the by-law. The clerks, and especially Mr. Poirier, the president of the committee, deserve every credit for the way in which they worked the candidates and the contest. Let the experience of the Montreal clerks be followed in other cities.

The association elected these officers for the ensuing term:

Honorary president.....	J. B. E. Poirier.
President.....	J. P. Beauvais.
First vice-president.....	J. A. Laughran.
Second vice-president.....	P. Ethier.
Secretary.....	O. Legendre.
Assistant secretary.....	O. Langlois.
Treasurer.....	W. Archambault.
Assistant treasurer.....	E. Migneron.
Committee.....	Joseph Champagne and Viareur Laforest.
Chaplain.....	The Abbe Bedard.
Physician.....	Dr. F. X. Plouffe.

S.S.

SMOKELESS SPORTING POWDER

BEST IN THE WORLD

TRADE MARK

FOR GAME OR TRAP SHOOTING [S.S.] POWDER STANDS UNRIVALLED

Anyone can load it. Always the same.

MANAGERS FOR CANADA

LEWIS BROS. & CO.

30 St. Sulpice St.

MONTREAL, - QUE.

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

TO MANUFACTURE METALS.

Application is to be made to the Governor-General-in-Council for the incorporation of the Robert Mitchell Co., Ltd. The objects for which incorporation is sought are: To acquire, take over and continue in all its branches the business now carried on by Robert Mitchell under the firm name of Robert Mitchell & Co., and to carry on the business of manufacturing, buying, selling, trading, dealing in and installing all kinds of metals, including the work of brass finishing in all its branches, gas and electric fitting and electric wiring, brass founding, tin and coppersmithing, plating, plumbing and steam-fitting of all kinds, including the manufacture of gas, water and electric meters and all work connected therewith, with the right to enter into contracts for the manufacture, supply and sale of all such materials and the installation of any work connected therewith. The chief place of business is to be at Montreal. The amount of capital stock is to be \$200,000, in shares of 2,000, at \$100 each. The names of the applicants are: Robert Mitchell, manufacturer; Richard R. Mitchell, manufacturer; Norman Mitchell, student; Ewing Smith,

superintendent, and William Stanhouse, foreman, all of Montreal; all of whom are to be the first or provisional directors of the said company, and all of whom are residents of Canada.

THE TIME TO DIE.

No one who ever died in Vancouver in the early days needs to be told that getting buried was an expensive luxury. But a change has come with the advent of competition, and if the war continues we will be soon hearing undertakers offering bonuses for the privilege of burying one. The time was when \$17.50 was considered cheap for burying a pauper. When competition commenced the price started downward. Last year it was \$4.45. This year the first tender opened (Lockhart's) offered to bury paupers at \$4.10 each. This was considered cheap. The next (Centre & Hanna's) wanted 20c. each. The committee thought that that was a sure winner, but the third (Kemp & Simpson's) flabbergasted them. This firm offered to bury the pauper dead for nothing. They, of course, got the contract. A poverty oppressed wretch need have no compunctions about dying this year. By doing so he will not be imposing any additional burden on the city.—Vancouver World.

PECULIAR FACT RE PETROLEUM.

A peculiar fact in regard to petroleum, remarks an exchange, is the difference of conditions under which that oil occurs in Russia and America. In the former it is found in strata of the tertiary period, usually a formation resembling a quicksand and at depths of only a few hundred feet—in our own country it occurs at great depths in the older compact sandstones and limestones of the Carboniferous, Devonian and Silurian periods. The oil of Russia consists of a class of hydro-carbons known as naphthenes, belonging to the benzene groups, while our American oil is composed mainly of paraffines; it is to this difference that the great variation between the products from these oils is due, for, while American oil yields a very large proportion, say about 70 per cent., of illuminating oil exactly suited for combustion in our lamps, the Russian oil produces far less of such oil and a larger proportion of high-class lubricating oil. The Russian lubricating oil also requires to be burned in a modified form of lamp with a more perfect draft, in order to overcome its tendency to produce a smoky flame, and it is largely this fact which has prevented the consumption of Russian oil for light abroad.

NONE BETTER
MADE IN
CANADA
OR . . .
UNITED STATES



PURE LINSEED OIL

Prepared Paints

Have been on the market twelve years. We supply at a fair price, and furnish samples on application.

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

HINTS ON PARCELING UP.

ONE of the most commonplace duties of ironmongers' assistants, says a writer in *Hardwareman*, is that of parcelling up goods, and yet I do not think even this most ordinary accomplishment gets the attention it deserves. Almost the first thing an apprentice is put to is to weigh nails and wrap them up in parcels, yet he is rarely taught how to make a square business-like parcel, and is left to learn for himself as he gets more experience. Now, it may appear trifling to some to be told that there is a certain amount of dexterity and knowledge required in making a proper parcel; you must use enough paper, and yet not too much, and the description of the paper must be suitable for the goods you want to pack.

Parceling goods in a proper manner is considered of so much importance by some ironmongers that they will change their account from one firm to another solely on this account; it will be easily understood that packages of what we call shelf goods, locks and such things, should be strongly wrapped in stout paper so as to stand the knocking about they are subject to in a journey of two or three hundred miles, and just the same remarks apply in a degree to goods consigned by us to our consumers, for, naturally enough, a builder or other tradesman likes to receive his goods in a decent condition.

There is no doubt but that good parcelling comes only by long practice, and, also, that a junior will learn much by watching a salesman who is an adept at this work; consequently, I have often advised apprentices and juniors to take every opportunity of observing those assistants who know how to handle paper and string, not only those behind their own counters, but also in any other establishment their business may take them to. Grocers, as a rule, are quick parcelers, owing, no doubt, to the rapidity with which their customers must be served, but then their trade does not yield the same variety of shape and bulk and weight that ours does.

A careful assistant is known by his carefulness in matters of detail; he takes as much pains to do a small duty well and thoroughly as he would a more important one, and my experience has taught me that the young man who is particular in making a neat parcel is usually clever and pains-taking all round. A lady of my acquaintance, well up in household matters, told me not long since, that she always knew when a room was well swept by simply looking into the corners—if they were clean the other parts of the floor were sure to be.

Rapidity should be aimed at. It exasperates a customer sometimes who is waiting for his parcel when the assistant is clumsy and slow. Speed, like excellence, can only come by practice, so it is advisable that any junior wishing to improve should go through a course of parcelling and wrapping up;

nails are about as good as anything else to commence with, therefore, get your paper cut into sizes—one pound of average nails will require pieces about 12 inches by 9 inches, four pounds about 12 inches by 18 inches, seven pounds about 20 inches by 16 inches, and fourteen pounds about 24 inches by 18 inches. New paper will be the best to use for the purpose, but it need not be of too heavy a substance as you can pack where necessary with old "lining" paper. Get your string handy, weigh up your lots of nails first until you have a number of them spread out on the counter and then start wrapping. Wrapping parcels up diamond-wise used to be the traditional style for all ironmongers' goods, but for nails it will be best to spread the paper straight on the counter before you, catch hold of both extremities of it preparatory to folding them together, fold loosely, and with the fingers of one hand deftly close one end of the parcel and then turn the other end uppermost; close this end and the parcel is done. It takes much less time to do this than for you to read the description.

Having thoroughly mastered these elementary examples I would advise a trial to be made at doing up some of the stock parcels of locks. It is not every one who would be allowed to tie up parcels which had been opened during the day in those shops which boast of having their stock in apple-pie order; but if an apprentice shows signs of ability it is only right that he should be inducted into all the wrinkles connected with this work. Let us then take our parcel of rim locks which lie in a confused heap on the counter; begin by lifting the contents on to the counter so as to leave your paper clear, smooth the latter with your hand, turn it up to see at which end the label is (this ought to be on your right hand), replace the lining or inside paper, next examine the locks to see that they have their right keys, satisfy yourself that the staples are right and that the roses, escutcheons and screws are all there. Each lock should now be wrapped up separately, and then placed in the parcel in layers with the brass furniture sandwiched between and the staples on top of all; care must be taken that the label on the outside comes right and square when the locks are all stacked. It is generally found necessary to place a protective wad of paper in front of the spring bolts, so as to prevent them cutting into the paper. The paper is now folded (diamond-wise in the case of all descriptions of lock), and tied with moderately strong twine, for if twine of too thin a substance be used it is apt to cut the paper. For the same reason, also, it should be brought around the parcel at each end, rather than a double tie around the centre. A running knot, with the ends neatly tucked in under the string, is a sine qua non in all stock parcels. All parcels folded diamond fashion have their weakest

parts just where the end flaps are bent upwards, and with heavy goods or articles having a sharp angle, it is necessary to use a protective paper inside at this portion. Mortice locks are a trifle more difficult, but an examination of a fresh parcel, which had not been opened before, will teach all that it necessary.

TO ENSURE GOODS BEING ENTERED

That a certain percentage of goods sold on credit are omitted to be charged, even in the most carefully conducted businesses, is certain, remarks a writer in *Hardwareman*. This amount varies according to the means and care taken to prevent it. This is a very serious matter, and various means have been taken to remedy it. I am not aware if the method I am about to suggest has been adopted, or is likely to be by many, but still I think it would not only minimise this evil but would have a tendency to make salesmen more pushing and effective. My suggestion is that a commission be allowed to salesman on all goods they sell on credit, say, 1d or 2d per pound. This may appear to be a very small inducement, but still as an addition to their ordinary wages it would prove wonderfully attractive. I would give the same to all, as the senior assistants would have the best chance of the largest sales. Suppose an assistant sold £50 worth during one week, this would (at a 1d per £) mean 4s 2d to him. If this principle were adopted I think you may safely leave it to the average assistant to see that he forgets to charge nothing, as every small amount would help to swell his commission. I am not sure but it would also pay to apply the same principle to cash sales as well, as it would tend to prevent assistants giving concession in prices when it was not really necessary (which is much oftener done than the principal knows of), and would also encourage assistants to make the most of their customers instead of (as is too often the case) trying to get rid of them as soon as possible. The results would much more than pay the cost, as if, say, 20s of goods are omitted to be charged, this amount (at 1d per £) would cover the commission on £240. It would give the salesman a personal interest at a very small cost (more than likely a considerable profit) to the proprietor. Means of working this system could be easily devised.

WIRE NAILS

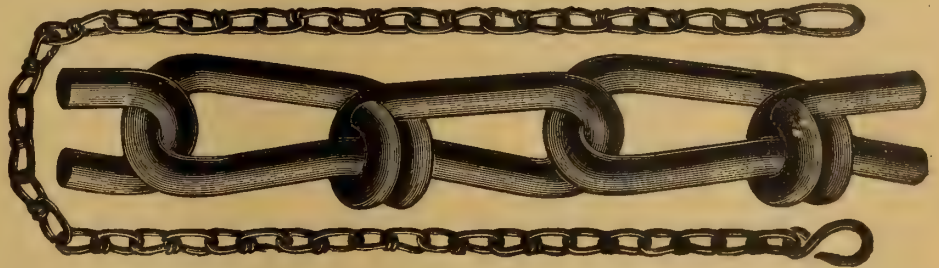
WIRE - TACKS

Ontario Tack Co.
HAMILTON

THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE

PATENT BLUE TEMPERED
STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

GOLD MINING AS AN INVESTMENT.

GOLD mining in Nova Scotia has for so long a time been looked upon as purely speculative that it seems somewhat dangerous to apply the word investment to this branch of mining. But why not? The term speculation in its ordinarily accepted sense stands to express the idea of chance, the exposing one's property to great risk, where the probability of loss predominates, although modified by the possibility of large profit.

Investment, on the other hand, is considered the purchasing of that which, while carrying some risk, has it so minimized that the element of chance is largely eliminated while the percentage of profit is necessarily small.

Now, by which of these definitions is gold mining of the present day to be designated?

Admitting that the history of some of our gold mines has been such as to lead the uninitiated to imagine the being connected therewith more than hazardous, it certainly, upon investigation, does not prove to be so. For upon a candid examination of all the facts, one is led to the conclusion that in

the majority of cases it can be shown that because of lack of proper management, knowledge and appliances, the mines have been abandoned.

We have only to refer to the present revival of gold mining in this province, and point to the success attending those who, fully qualified by training and experience, are engaged therein, to prove the truth of our statement.

Mines long since forsaken as worthless and worked out, have in the hands of prudent and skilful men not only been made to pay, but to pay handsomely.

With the strides made by science during the last decade it is now possible, under certain conditions, to give a fair estimate of the amount of gold to be obtained from a given area, to locate leads, sink shafts, develop, crush and contract with a certainty and precision altogether unknown to the early prospector.

In view of these facts and the results now being obtained from our low grade ores, one is free to assert that if the same foresight, shrewdness, and business ability are brought into play by the investor as he exhibits when

placing his money in other enterprises, he will run no greater risk.

Each coming year sees the channels of investment being contracted in the all-important item of per cent., and we trust that those seeking safe investment for their funds may be led to give the question of development of our gold mines their attention and support.—Colliery Guardian.

A GOOD MOTTO.

On the wall in one of the busiest downtown houses, says a San Francisco paper, are framed the following lines, which one is apt to think have been made the ruling guide in the early career of the men who have built up a prosperous business. The sentiment expressed is the best bond for success in any honorable career and is worthy of a place in the heart and memory of every man who meets life's battles:

Pluck wins; it always wins.
Though days be slow
And nights be dark 'twixt days that come and go,
Still pluck will win. Its average is sure.
He gains the prize who can the most endure;
Who faces issues—he who never shirks—
Who waits and watches, and who always works.

Our Wheels Are all genuinely good. We want them to be . . . **Your Wheels**

We handle none that are not perfect in construction, beautiful in lines and finish, and absolutely reliable and trustworthy, and yet our stock embraces a large variety for men, women and children, at fair prices that make them easy to sell.

There is a good, better, and best in bicycles and we have some of each, so you can't fail to be suited by some of our lines.

SEND FOR OUR CATALOGUE. JUST OUT.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

ROBERT BICKERDIKE.

THE new president of the Montreal Board of Trade, Robert Bickerdike, is one of the most useful citizens of the "Commercial Metropolis," useful in the sense that he is both one of the leading spirits and one of the pioneers of a trade that brings millions of dollars every year to our great port.

When Mr. Bickerdike first started in the live stock trade it was a small business indeed. To-day the cattle trade of Montreal is valued at over \$9,000,000 per annum; and this goodly proportion is due in no small degree to the untiring efforts of Mr. Bickerdike.

Agriculture is the backbone of Canada, and live stock is one of its most important branches. In extending this trade as he has, Mr. Bickerdike has not only benefitted Montreal, but the country at large. In every phase of the business that required sound judgment and prompt attention the new president has always been one of the leading spirits, notably in battling against the unjust scheduling of our Canadian cattle in Great Britain.

Mr. Bickerdike is one of the gentlemen who believes that Montreal should have a union stock yard, the benefit of which to the port none can deny. No doubt in his present influential position he will be able to give this commendable project great assistance. At present Mr. Bickerdike manages the Canadian Pacific stock yards in the east end.

By birth he is a Canadian, Kingston being the place of his nativity, and it was in 1843 that he first saw the light of day. His father was a native of York, England. When a child his parents moved to the county of Beauharnois, where Mr. Bickerdike received his education, and in his boyish association with our French Canadian fellow citizens acquired that perfect knowledge of the French language which he possesses. At the age of seventeen he came to Montreal, entering into his business career by securing a position with a firm of pork packers, with whom he was employed until the year 1866. The live stock trade was then a puny infant, but Mr. Bickerdike saw possibilities in the trade, and he went into the business for himself. He made his first shipment of cattle to Great Britain in the year 1876. Since then he has unceasingly pushed this branch of trade, until he is to-day one of the largest shippers in Canada.

A fine trait in Mr. Bickerdike's character is his willingness to lend a helping hand to others, his many kind acts of this nature in assisting the younger men in the live stock business being strong evidence in this connection. Besides his live stock interests Mr. Bick-

erdike is connected with a number of other important business ventures. He organized the Dominion Abattoirs and Stock Yards Co., of which he is the managing director. He was one of the founders of the Dominion Live Stock Association, in fact, the chief factor, for as secretary he had to perform a vast amount of hard work. The success of the association is due largely to the zealous manner in which he looked after its interests during the early years of its existence. He was the founder and is now the president of the Live Stock Insurance Co. He is president of the Standard Light and Power Co., and has for a number of years been a director of the Hochelaga Bank, now holding the office of vice-president.

A matter that Mr. Bickerdike takes a deep



ROBERT BICKERDIKE.

interest in is the extension of the boundaries of Montreal, and he has made a close study of the problem of rapid transit, and the needs of the city and suburbs in the matter of electric railways.

It was in 1885 that he first became a member of the great organization of which he is now president, and has assisted materially in the accomplishment of a great deal of useful work as a member of its council. He is also a member of the Corn Exchange Association.

In politics Mr. Bickerdike is a Liberal of the old Mackenzie-Dorion school, but though a sincere believer in his party, he is no narrow partisan. There is plenty of room for such class of politicians as Mr. Bickerdike, in boards of trade as well as in Parliament.

ADVERTISING AXIOMS.

"VIRTUE increases under a weight or burden," and results increase with a comprehensive expenditure of money in good advertising mediums.

"Better late than never." The golden opportunity is still open to him who would enrich himself by judicious advertising. None other will pay.

"Mind moves matter." Therefore exercise your mind to advertise so as to stir the gray matter of the brains of the people and affect their pocket books.

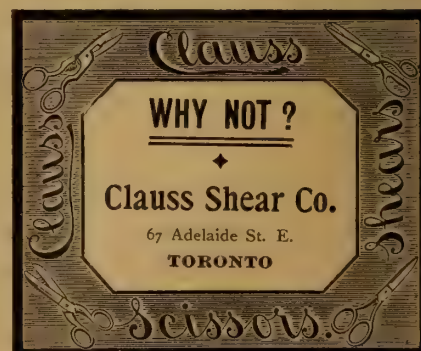
Good goods will sell to good people constantly. Poor goods only once. Don't let people say, "After having praised their wine they sell us vinegar."

"There is no lock but a golden key will open it," except that of the people's pocket book. First-class ads. will do this with golden results. When people think they want a thing, they do want it and they get it.

To be prominent anywhere one must have marked characteristics. So it is with an advertisement in the crowded columns of newspapers and magazines; in order to produce the best result it must be clear, definite, conspicuous and fresh. Is yours of this character?—Merchants' Review.

TO PREVENT FROSTING.

These last few days have witnessed some pretty badly frosted windows in this vicinity, and therefore the following plan to prevent the trouble may strike some of the grocers as being worth a trial. We clip the item from Tobacco: "Run an inch pipe of tin along the lower inside edge of the window, this tube being perforated with small holes at every inch or so, the holes being on the upper side of the tube; carry this tube right across the window, having one end close to and the other running under the window base, and terminating in an inverted tin funnel. Under this funnel place an ordinary kerosene lamp or gas jet, and keep it lit all day and night. The hot air will rise through the funnel, travel along the tube, and escape through the perforations to the window, ascending up the face of the glass."



TIN PLATE DEMORALIZED.

THE other week **HARDWARE AND METAL** referred to the exceptionally low sterling offers on tin plate in Wales.

The easy feeling has continued since then, and large contracts for spring importation were executed this week at a material concession on the low figures quoted in these columns some time ago. In fact, the sole striking discouraging feature of the situation in Great Britain, according to advices to hand this week, is the depressed condition of the Welsh tin plate industry.

Matters appear to be reaching a crisis in the history of this branch of iron manufacture, for fully one-half the works are shut down, and prices are so low that others are sure to follow.

This state of affairs is all the more striking at this time of the year, when matters in former seasons were generally shaping themselves for a period of great activity. To be plain; the Welsh makers have at last to admit that the United States can manufacture tin plates, for, as a matter of fact, there are more mills in the States than the wants of the country demand, for their capacity has exceeded requirements. It is quite true that since the inception of the Wilson Bill the bulk of them have been working on a small margin of profit or no margin at all, but that does not alter the

fact that they have driven foreign plate out of the United States, except in the seaboard districts. Even in these, where the Welshmen, owing to their adjacency to the seaboard, have a slight advantage in selling to consumers, the imports were never so small as at present.

On the other hand, with the exception of this one line, prices in other branches of iron and steel in Great Britain and also on the Continent are strong, and makers as a rule well-employed; in fact, many of them speak of being booked further ahead than usual.

THE MANAGEMENT OF CLERKS.

The Boot and Shoe Recorder is now printing a series of articles upon the above subject. Mr. N. C. Fowler, Jr., expresses his views in about three lines. He says: "Treat your clerk as you would have your clerk treat you if you were his clerk. Don't let your clerk boss you. Don't keep a clerk who needs bossing." Another contributor upon the same subject, Mr. I. A. Lewis, writes as follows:

"Cultivate the friendship and good will of your clerks." He then gives these rules which he attempts to follow in creating an interest among his clerks in their work. These are:

First: By trying to treat them as I should like to be treated were I in their position myself.

Second: By paying them sufficient to keep them anxious to please and retain their positions, and making them feel that I am not "the boss," but simply the proprietor.

Third: By taking an interest in both their sorrows and their joys, and trying to make them feel that they are entitled to their pleasures, and they are human as well as I.

Fourth: By granting cheerfully, so far as in my power, any favors or concessions asked of me.

Fifth: By never deducting any salaries for either forced absence, sickness, or vacations of few days.

QUICK WORK.

At 4.55 last Saturday afternoon a telegram was received by the E. B. Eddy Co., of Hull, from a Toronto daily paper, ordering a carload of paper to be delivered as quickly as possible. The car was loaded same afternoon, left Ottawa on the C.P.R. freight at 6.10 p.m., and arrived in Toronto the following Monday morning.

To relieve the crowded condition of the wheat elevators at Fort William the C.P.R. will probably erect temporary warehouses there.

The Moose Jaw Times states that the merchants of that town are meditating the formation of a protective association, the chief provision of the constitution to be entire abolition of credit.

They tell their own story !!

A TOUCHING NARRATIVE

We are confident that the following few remarks will not be considered egotistical, as they are the peculiar traits of our character that have made our popularity, and because they are facts.

We are a colored family, but our boon companion and intimate associate is old White Lead, who has been closely connected with the paint business for probably eighteen hundred years.

We attribute our success to the purity of this friend's influence in all our relations with him.

Every member of the family possesses a good strong body, long reaching propensities, and stands on his own individual merit. Notwithstanding this, we have seen the hard side of life; in other words, we have 'come through the mill,' and have been ground down time and again by those in control of us.

In the face of this hard, severe usage, we have afterwards been compelled to remain on the outside of the house and endure all the inclemencies of the weather—the scorching heat of the sun, as well as the piercing cold, the terrific rainstorm and the driving hail, sleet and snow.

Others, again, have compelled us to lie on floors, tables, chairs, etc., but, despite all these trials, we challenge our enemies to charge any one of us with being a turncoat; and by being steadfast and true to our colors, we have won the admiration of hosts of friends in this fair Dominion.

We despise misrepresentation and chicanery in business life, and our experience has been that those who employ these miserable subterfuges are invariably compelled to give way before the intelligent examination of the thoroughly practical painter. We are known as Robertson's Ready Mixed Paints, Dry Colors, Dipping Paints, Enamels, Stains, each one especially prepared and adapted to the duties of its vocation. We are now welcomed to the best homes of this country, and one sterling quality makes us the most desirable household companions—**WE KNOW WHEN TO DRY UP.** We owe our existence and careful training to our makers.

The JAMES ROBERTSON CO., Ltd.
TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 7th, 1896.

HARDWARE.

THE week has furnished a fair degree of activity in several lines, but the aggregate movement is still of moderate volume. The only important change in values has been the reduction in some of the staple sizes of oiled and annealed, and annealed wire. This reduction was anticipated owing to the competition which home makers have had to meet from American makers on the sizes in question. The reduction, however, will be more than sufficient to shut out American wire unless the latter is again reduced, for sales agents who have booked orders for American for forward delivery have had them cancelled. In cut wire and horse nails makers report some fair enquiry, while other lines furnish no special feature.

WIRE—This line has been unsettled owing to American competition referred to last week. As a result some staple sizes have been marked down materially. The list price on oiled and annealed 10 and 11 gauge has been reduced 20 and 30c. respectively to \$2.60, and 12, 25c. to \$2.75. Annealed 14 gauge has been marked down 25c. also to \$3 as the list price. Discounts are unchanged. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—In barb wire a very moderate demand is noted, and makers report matters quiet also. We quote: $3\frac{1}{4}$ c. per lb.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on

spools lighter than 75 lbs., 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE, ETC.—There is a fair demand for this in a jobbing way, with discounts 10 per cent.

ROPE—The demand continues dull and prices rule steady for jobbing lots. We quote: "Sisal, $7\frac{1}{4}$ to $7\frac{3}{4}$ c. for 7-16 and upwards. Pure manilla, $9\frac{1}{2}$ to 10c. for 7-16 and upwards, and $10\frac{1}{2}$ c. for smaller sizes. Makers' prices for round lots are $\frac{1}{4}$ c. below these.

CUT NAILS—Some small enquiry has been noted, but the feeling is dull yet. We quote: \$2.50 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Remain slow and unchanged. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been some enquiry for prompt shipment, but only in a small way. Forward orders are still light. Discounts are 55 per cent.

HORSESHOES—Remarks about horse nails may be repeated about these. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75 as to brand.

TACKS—There is no change in tacks, business ruling quiet. Discounts: Strawberry box tacks, 60 per cent.; cheese-box tacks, blued, $66\frac{2}{3}$ per cent.; trunk tacks, black, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet blued, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron carpet, bright or blued (in kegs), 30 per cent.; do., tinned (in kegs), 30 per cent.; B.B.B. cut tacks (in bulk), 50 per cent.; do. (in dozens, 1 to 6 oz.), 45 per cent.; do. (in dozens, 8 to 24 oz.), 30 per cent.; do., $\frac{1}{4}$

weights, 40 per cent.; do., tinned, 45 per cent.; Swedes, cut tacks, genuine blued and tinned, $52\frac{1}{2}$ per cent.; Swedes, carriage tacks, American, blued, 60 per cent.; Swedes, upholsterers', genuine, 50 per cent.; do., do., American, 1 to 6 oz., 60 per cent.; do., do., American, 8 to 24 oz., $62\frac{2}{3}$ per cent.; Swedes, carpet, blued and tinned, 35 per cent.; do., gimp, blued and tinned, 35 per cent.; do., lace, blued and tinned 35 per cent.; do., brush, blued and tinned, 40 per cent.; do., pail and miners', 35 per cent.; zinc tacks, 35 per cent.; copper tacks and nails, 60 per cent.; leather carpet tacks, 30 per cent.; trunk nails, black and tinned, 65 per cent.; clout nails, $66\frac{2}{3}$ per cent.; cigar-box nails, 45 per cent.; lining nails in papers, 10 per cent.; do., in bulk, 15 per cent.; do., solid heads, in bulk, $42\frac{1}{2}$ per cent.; saddle nails in papers, 10 per cent.; do., in bulk, 15 per cent.; tufting buttons, 22 line, 55 per cent.; tinned capped trunk nails, 15 per cent.

CUTLERY—Quiet and dull.

SPORTING GOODS—Business is almost motionless in this line.

GREEN WIRE CLOTH—A few small lots have moved from stock, but business is small. Jobbers are still placing orders for supplies, as stocks are not heavy. Base price remains at \$1.60.

COIL CHAIN—The tone in this continues firm, and some fair quantities have been moved. Prices are unsettled abroad.

PLUMBERS' SUPPLIES—There have been orders for supplies of this sort, such as iron sinks and similar articles, of a more extensive character than formerly.

SCREWS—Quiet and unchanged. Discounts are: Flat head, bright, $77\frac{1}{2}$; round head, bright, $72\frac{1}{2}$; flat head, brass, 75, and round head, brass, 70 per cent.

MILK AND DELIVERY CAN TRIMMINGS

Ironclad or Broad Hoop Pattern.

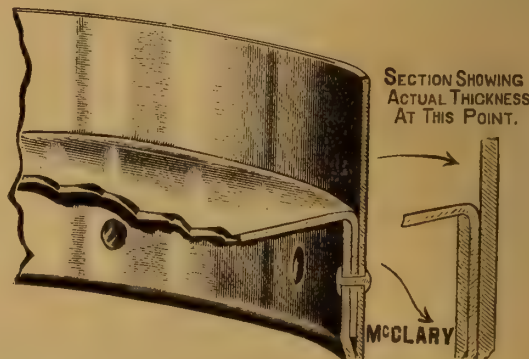
Tinned Iron, all Sizes and Gauges.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER



Section of Milk Can Bottom (Broad Hoop Pattern), showing the inner and outer bands (with bottom between) riveted firmly together, preventing any spring to the bottom. It also forms a heavy, solid and durable rim to the bottom. The sectional cut shows the actual thickness of the three combined parts.

TOOLS—Orders are confined to future shipment.

BUILDING PAPER—Dull and featureless.

CEMENT—Demand continues slow for cement. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—There is a firmer feeling in these, the inside price being higher at a range of \$17 to \$21 per 1,000.

METALS.

The metal and heavy iron market continues quiet, in fact business, with few exceptions, is lifeless. Advices from Great Britain in iron and steel are more buoyant in tone, and the same is the case across the line. On tin plates, however, the reverse is the case, and orders for import have been placed at even lower values than those of a week ago. Tin and copper have been rather steady.

PIG IRON—Few transactions of importance have been put through. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglington, \$18.50, and Ferrona, \$17.50 to \$18.

BAR IRON—The unsettled feeling still rules on bar iron, but low offers by makers do not induce much demand. We quote: \$1.55 to \$1.60, f.o.b. Montreal, but even the inside might be shaded in the case of a good round order.

SHEET STEEL—There is no change in this, business being moderate. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, $3\frac{3}{4}$ to 4c. per lb.; do. 26 gauge, $4\frac{1}{4}$ c.

SHEET IRON—There has been little improvement to report. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—There is nothing doing here for prompt shipment, the enquiry last week having ceased. The base price is \$5.75.

PIG LEAD—Continues steady, but dull, at \$3.25 to \$3.50.

LEAD PIPE—Discounts the same—30 off—and prices range from 7 to $7\frac{1}{2}$ c.

GALVANIZED IRON—A few small lots are moving. Import orders are not so numerous as they were ten days ago. We quote $4\frac{1}{2}$ to $5\frac{1}{2}$ c., as to grade.

INGOT TIN—Cable news has been rather firmer on this, but spot values remain at 16 to $16\frac{1}{2}$ c., with business very quiet.

INGOT COPPER—Dull and inactive at 11c., and this has been shaded.

SHEET COPPER—Continues the same at $15\frac{1}{2}$ to 25c., as to size.

IRON PIPE—Quiet and dull, with an irregular feeling owing to offers of American.

CANADA PLATES—There is no activity to report, and values have a distinctly easy tendency at \$2.15 to \$2.25, as to the extent of the order.

TIN PLATES—Advices from Wales continue of the same depressing character, some very large contracts for spring importation being executed at material concession upon previous offers. Spot values, however, remain at \$2.75 for cokes and \$3.25 to \$3.75 for charcoal.

TERNE PLATES—Continue quiet and unchanged at \$5.75 to \$6.25, as to grade.

SOLDER—Remains the same at $11\frac{1}{2}$ to 13c.

SHEET ZINC—A few small lots move from stock at a range of $4\frac{1}{2}$ to 5c.

SPELTER—Quiet as before at \$4.50 to \$4.75.

ANTIMONY—Dull and unchanged, at 10c.

GLASS.

The firm feeling in glass is fully maintained, but business is moderate. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

There is a fair trade doing and, aside from the unsettled feeling in linseed and a decline in turpentine, prices are firm. The steady- ing of white lead prices, in consequence of firmness in England, is a leading feature.

WHITE LEAD—The firm tendency on lead in England is maintained. Enquiries for forward delivery are numerous. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to $4\frac{1}{2}$ c.; do. No. 1, $3\frac{3}{4}$ to $4\frac{1}{4}$ c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—Demand is good, and prices are firm at \$1 to \$1.05 for best and 90c. for seconds.

VARNISHES—Continue firm.

PARIS GREEN—Has met with less enquiry, buyers awaiting developments in arsenic. The advance noted last week is fully maintained. We quote: Casks, $14\frac{1}{2}$ c.; drums, $15\frac{1}{2}$ c.; and pockets $16\frac{1}{2}$ c.

LINSEED OIL—Is unsettled, raw 55c. and boiled 58c., on account of increased production of Canadian oil in Canada.

TURPENTINE—Continues easy, prices declining 2c. this week to 46c. less 3 per cent. 30 days.

RESINS—Quiet. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and $6\frac{1}{2}$ to $8\frac{1}{2}$ c. for white; oakum, $5\frac{1}{2}$ to $7\frac{1}{2}$ c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

Remain much as they were last week. Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, $17\frac{1}{2}$ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur

A. ROOT, LYN, ONT.

Manufacturers of... **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

25 cents

HARDWARE AND METAL, Toronto

A
comparison
between the
"DAYTON"
bicycle
and any other
high-grade
wheel
will
result
favorably
to the
"Dayton."
Try it, and
see!

For catalogue write

J. & J. Taylor

TORONTO SAFE WORKS

flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, $7\frac{1}{2}$ to $8\frac{1}{4}$ c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Remains fairly active and steady at last week's figures. We quote: Canadian refined, in car lots, 15c., 2 per cent. off for cash; 5 to 20 barrels, $15\frac{1}{2}$ c., and smaller quantities, 16c., 1 per cent. off for cash; American prime white, 18c. in car lots, and 19c. in smaller quantities; water white, $19\frac{1}{2}$ c. in car lots, and $20\frac{1}{2}$ c. in small lots; astral, $21\frac{1}{2}$ to $22\frac{1}{2}$ c.

HIDES.

Business dull. No. 1, 6c.; No. 2, 5c., and No. 3, 4c.

ASHES.

Ashes are dull and 10c. easier at \$3.50 for first pots and \$3.40 for seconds per 100 lbs.

MONTREAL NOTES.

Lewis Bros. & Co. note good orders on spring account for Henry Disston & Son's steel files and rasps in the staple lines.

The price of oiled and annealed, and plain annealed wire has been reduced owing to American competition.

H. A. Sherwin, president of the Sherwin-Williams Co., of Cleveland, and the W. H. Cottingham Co., Montreal, was in town this week visiting the Montreal establishment.

Import orders for tin plates have been taken this week at the lowest rates on record in Wales.

In consequence of the easiness in the south, the price of turpentine has been marked down 2c.

ONTARIO MARKETS.

TORONTO, Feb. 7, 1896.

HARDWARE.

THE feature of the trade this week is a decline of 25c. per 100 lbs. in barbed and a reduction in the price of annealed and oiled and annealed wire in certain sizes. Otherwise no striking changes are exhibited. Immediate business is light. In the way of booking forward orders the wholesale houses are fairly well employed. Prospects for spring trade are viewed hopefully, and higher prices are confidently looked for, especially since an improvement has developed in the United States. The principal lines in which forward orders are now being booked are such staple lines as barbed and plain wire, wire nails, churns, green wire cloth, poultry netting, screen doors and windows, spades and shovels, harvest tools, etc. Payments are only moderate.

WIRE—As noted in our editorial columns, prices have been reduced in oiled and annealed, Nos. 10, 11 and 12; galvanized, Nos. 9, 10, 11 and 12; annealed, No. 14 (hay-baling size), and coppered spring No.

9. Discounts and terms, however, are as before. As a good many people have been holding off in anticipation of a change an upward business is now anticipated. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The prices of barbed wire and staples have been reduced 25c. to \$3 per 100 lbs. for the province of Ontario. The figures are now the same as for plain twist. Terms, discounts, and deliveries are unchanged. Since the reduction orders have been coming in more freely. We quote as follows: 3c. per lb.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Trade in this line has improved slightly during the past week, although the volume of business is yet small. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—There is no improvement. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

HORSE NAILS—Trade is much about the same as a week ago, quiet. Discount is unchanged at 55 per cent.

HORSESHOES—Although the improvement noted last week appears to have been maintained, yet the volume of business is still small. We quote f.o.b. Toronto: Iron, \$3.60. Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER WIRE—Demand continues fair at the 10 per cent. reduction.

ROPE—Business is still of a limited character. We quote: Sisal, 7-16 in. and larger, 7c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $7\frac{1}{2}$ c. Manilla, 7-16 in. and larger, $9\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., $9\frac{1}{2}$ c.; deep sea line, $13\frac{1}{2}$ c. for water laid, and $14\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

BELTING—Business is fair at unchanged prices. A meeting of the association was to have been held in Montreal last week, but it was adjourned owing to the illness of one of the members. Discounts: Standard, 45 per cent.; extra, 40 per cent.; No. 1, 50 per cent.

TACKS—Business is quiet and prices unchanged.

CUTLERY—Seasonable quietude still obtains, and is likely to do so for some time.

SPORTING GOODS—There is the customary quantity of ammunition going out, but otherwise there is practically nothing doing.

COW TIES—Trade is quiet and unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—A fair number of orders are being received for forward delivery at \$1.60 per 100 square feet.

COIL CHAIN—As noted last week, there are still a good many orders coming in for chain for booming and logging purposes.

PLUMBERS' SUPPLIES—Trade is quiet and devoid of any special feature.

SCREWS—Quiet. We quote: Flat head bright, $77\frac{1}{2}$ per cent.; round head bright, $72\frac{1}{2}$ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—The improvement noted last week has been maintained. Prices are as before at \$26.50 to \$27.

CHURNS—Business in this line is still principally confined to booking orders for forward delivery. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Business is opening up in the way of booking orders for spring delivery of spades and shovels and harvest tools.

BUILDING PAPER—Inactive and unchanged. We quote: Plain, 40c. per roll; tarred lining, 50c. per roll; tarred felt, \$1.60 per 100 lbs. For 25 and 50 roll lots these prices can be shaded.

POULTRY NETTING—Orders are still being booked for forward delivery. Discounts, 65, 10 and 70 per cent.

TINWARE—There does not appear to be any improvement, business in this line being quiet.

MILK CAN TRIMMINGS—Orders are still coming in rather slowly. Discounts: 25, 10 and $7\frac{1}{2}$ c.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl.; Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

TAR, ETC.—Business is fair. We quote : Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Business is fair for the season, although the movement is principally confined to galvanized iron, sheet steel, tin plate, ingot tin and sheet copper.

PIG IRON—We have been unable to learn of anything doing during the past week. Last week's quotations for Niagara iron, namely, \$18.50 to \$19 for Nos. 2 and 1 respectively f.o.b. Toronto, are nominally unchanged.

BAR IRON—Trade is dull at the base price of \$1.70 to \$1.75 for small lots.

SHEET STEEL—Further improvement is to be noted in the demand for this article. We quote : 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, $3\frac{1}{4}$ to 4c. per lb.; do. 26 gauge, $4\frac{1}{4}$ c.

BLACK IRON—Trade is quiet, the demand having fallen off during the week. We quote : 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business is fair without special feature. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, $4\frac{3}{4}$ c.; extra large sizes, $6\frac{7}{8}$ to $7\frac{5}{8}$ c. per lb.

PIG LEAD—Is still in fairly good demand, with prices as before, namely, $3\frac{1}{4}$ to $3\frac{3}{8}$ c.

LEAD PIPE—Remains quiet. We quote : Lead pipe, 7c.; lead waste, $7\frac{1}{2}$ c.; discount, 30 per cent. off.

GALVANIZED IRON—Shipments are not as numerous as they were last week, but there is, nevertheless, a good trade still being done. We quote : \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—A fairly good business is still being done in the way of booking orders for future delivery. We quote large lots at 16c., and small lots at $16\frac{1}{2}$ to 17c.

INGOT COPPER—The conditions are much the same as a week ago. We quote 11 to $11\frac{1}{2}$ c. per lb. as before.

SHEATHING COPPER—Demand is fair. We quote $14\frac{1}{2}$ c. for 16 oz.

IRON PIPE—Prices are a little easier, but no definite change has yet been made. The demand is only fair. We quote : Canadian, $\frac{1}{4}$ to $\frac{3}{4}$ in., $67\frac{1}{2}$ per cent.; $\frac{1}{2}$ to $1\frac{1}{4}$ inch, 65 and 10 per cent.; $1\frac{1}{2}$ to 2 inch, 70 per cent.; American pipe, $2\frac{1}{2}$ inch and larger, 65 to $67\frac{1}{2}$ per cent.

RANGE BOILERS—The demand is fairly good. We quote : Domestic galvanized,

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

30 gal., \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business continues quiet. We quote : Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—The demand has improved materially during the past week, especially in the charcoals. We quote : Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote : $12\frac{1}{2}$ to 13c. for half and half, and $11\frac{1}{2}$ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote : Cask lots, $4\frac{3}{4}$ c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote : Domestic, $4\frac{3}{4}$ c.; imported, $4\frac{3}{8}$ to $4\frac{1}{2}$ c.

ANTIMONY—Is dull at 10 to $12\frac{1}{2}$ c., according to quantity and quality.

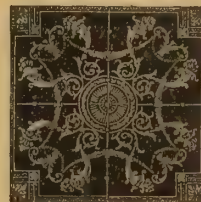
GLASS.

Glass from stock is firm, but quotations are somewhat irregular in regard to import, each firm seemingly having its own price. There is no particular activity to be noted. We quote : Window glass, from stock, \$1.20 to \$1.30 for first break in 50-foot boxes; import, \$2.20 to \$2.25 for first break, net, 30 days, in 100-foot boxes; plate glass, discount 25 per cent.

PAINTS AND OILS.

While the present volume of trade is easily handled there is an under-current of strength to the white lead market, which augurs well for a material stiffening of prices. Old Country cables continue to quote higher for all lead products. In Toronto and the west, enquiries for forward delivery of white lead are heard, and sales are being made at last

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

week's quotations. In Paris green the demand has eased off somewhat, and holders are averse to pushing, as the indications are that higher figures will be obtained a month or so before the Colorado beetle makes his annual bow and invites annihilation. Meantime the arsenic market is firm, and no disposition to come down, even for large quantities. Castor oil has advanced equal to $\frac{1}{2}$ c. per lb. in Calcutta, and is now being firmly held here at quotations. Turpentine was weaker in the south in the early part of the week, but a telegram on Thursday announced that the market was advancing. Linseed oil is still active, although Toronto jobbers are still cutting prices.

WHITE LEAD—Ex Toronto we quote : Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, $4\frac{1}{4}$ c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14c.; 50-lb. drums, $14\frac{1}{2}$ c.; 1-lb. packages, $15\frac{1}{2}$ c.; $\frac{1}{2}$ -lb. packages, $17\frac{1}{2}$ c.; $\frac{1}{4}$ -lb. packages, $19\frac{1}{2}$ c.

LINSEED OIL—Raw, 49 to 50c.; boiled, 52 to 53c. net 30 days.

TURPENTINE—We quote : 43 to 44c. for 5-bbl. lots, and 44 to 45c. for single barrels, net 30 days.

CASTOR OIL—In cases, $6\frac{1}{2}$ c. per lb. and $6\frac{3}{4}$ to 7c. in small lots.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted 6 to $6\frac{1}{4}$ c.

SKINS—Calfskins, 6c. for No. 1, and 5c. for No. 2. Sheepskins are firm at 90c.

WOOL—Trade quiet. Fleece, combing, is quoted at 22 to 23c.; clothing, 23c.; supers, 21 to $21\frac{1}{2}$ c.; extras, $22\frac{1}{2}$ to $23\frac{1}{2}$ c.

PETROLEUM.

Trade continues fairly good, with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 16c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Castor oil is equal to $\frac{1}{2}$ c. per lb. dearer in Calcutta.

Annealed, and oiled and annealed wire is lower in certain sizes.

Sanderson Percy & Co. are this week receiving large shipments of window glass.

The milk can trimmings department of the Kemp Manufacturing Co. is fully employed.

Kayle & Squeers have purchased the hardware and tinware business of G. P. Ames, Warton.

Barb wire and staples have been reduced to \$3 per 100 pounds. Discounts, terms and deliveries unchanged

M. & L. Samuel, Benjamin & Co. are showing some special values in drawer pulls this week. These comprise part of the stock which they are closing out at greatly reduced figures to make room for new goods. They will be pleased to show them and quote prices to any of the trade.

J. & J. Taylor report that the bicycle department, added to their business, is proving a successful venture. The demand for the wheel they are handling is brisk, and the "Dayton" is being much admired by all who see it.

M. & L. Samuel, Benjamin & Co. have just put into stock a large consignment of sap pails and sap spiles. They are therefore in a position to fill all orders promptly. They are handling the "Dominion" sap spile, which is well known to the trade, and has always given first-class satisfaction.

The James Robertson Co., Ltd., are fortunate in having a man in their employ who can write a good advertisement. This week's half page is a good specimen. With cleverness there is combined that other attribute of successful advertisement-writing—honesty.

M. & L. Samuel, Benjamin & Co. have taken into warehouse this week two carloads of spades and shovels. The stock of these goods is being very carefully watched so that none of the lines run out, and that orders may be filled at all times complete.

The James Robertson Co., Ltd., report that they expect this season to surpass all others in their paint department. Comparing orders already booked with other seasons, they find them much larger, more of them and many entirely new customers. At the present outlook they expect their paints to be on the shelves of every paint dealer in Ontario. This certainly speaks well for their manufacture.

M. & L. Samuel, Benjamin & Co. are now booking forward orders for screen doors and windows, and have placed orders with factory for several carloads of these goods to be delivered in the early spring. The door they are handling this season is $\frac{3}{8}$ -inch thick, 3 panel, walnut stained. The adjust-

ment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. M. & L. Samuel, Benjamin & Co. will be pleased to quote prices on application.

UNITED STATES MARKETS.

NEW YORK, Feb. 7, 1896.

PIG TIN—Prices moved up another fraction here in sympathy with 7s 6d advance in London, but the market was wholly bare of animation. Speculative dealings seem to be almost foreign in this market at present, the buying by out-of-town dealers is conservative in the extreme and consumers' purchases are only fair. In fact, there is really nothing in the market aside from sympathetic movement of values with London fluctuations. Spot prices, Exchange contract terms, were about 13.45 to 13.50, and outside the quotations were 13.55 to 13.60 f.o.b. for round lots.

COPPER—More business was reported, and the level of prices recently reached appears to be quite firmly established, for the time being at least. Bids of 10c. for Lake Superior ingot were declined, and in some instances sellers refused orders at $\frac{1}{8}$ c. over that price. About 1,000,000 pounds, it was reported, have been sold this week at 10 $\frac{1}{4}$ c. Electrolytic has been taken at 9 $\frac{1}{2}$ to 10c. in fair quantities for early delivery, and casting stock at 9 $\frac{1}{2}$ to 9 $\frac{3}{4}$ c., according to brand.

PIG LEAD—The market was more active and prices ruled higher under the influence of the better business, free export of lead made from Mexican ores and continued strong advices from the English market. Sales were made of about 400 tons at 3.10 to 3.12 $\frac{1}{2}$ c. in fair-sized lots. At the close the quotations were 3.10c. bid and 3.15c. asked. London cable quoted £11 7s. 6d. for soft Spanish.

SPELTER—For this metal a slow market is still experienced here. Orders are as small and as few as they have been for some time past and enquiries continue few also. Prices keep at about 4 to 4.05c. for standard western. London cable was £14 15s. for good merchant brands.

ANTIMONY—The market remains steady but quiet. We quote at 7 $\frac{3}{4}$ to 7 $\frac{1}{2}$ c. for Cookson's, 6 $\frac{1}{4}$ to 7c. for Hallett's and 6 $\frac{1}{4}$ to 6 $\frac{1}{2}$ c. for Japanese, from store.

TIN PLATE—Business in this section was moderate, and the market is quieter than it has been for some little time past. Prices are, however, holding quite steady.

IRON AND STEEL—There were no really new features in any branch of the market. Business is uneven and somewhat spasmodic, with prices still leaning somewhat in buyers' favor.

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," HARDWARE AND METAL office, Toronto.

AS TRAVELER FOR GOOD HOUSE, BY YOUNG man. Eight years' experience wholesale and retail hardware. Good references. Box 9, HARDWARE. (5)

FOR SALE.

A FIRST-CLASS STORE, TIN AND HARDWARE Business.—Located about 50 miles from Montreal, in a manufacturing town of 2,000 population, with electric light and water-works. The only hardware store in the place. Good reasons for selling. Rent of building and price of business reasonable.—Address: N.M.G., office HARDWARE AND METAL, Toronto. (8)

WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

MONTREAL SMELTING AND
REFINING WORKS

THE Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Langwell's Babbit.

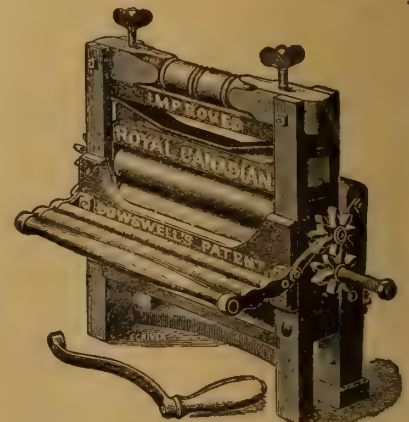
WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufacturers.



SOLID WHITE RUBBER ROLLS. The quickest tub perfect in action. Two Pressure Screws, double gear at each end, metal bearings. Brass Caps at each end of top bar, making it the finest finished Wringer in the market. Every Wringer with our name on is Warranted. Manufactured by

DOWSWELL BROS. & CO.

HAMILTON, ONT



**POTS, PANS,
KETTLES,**
and all other
Kitchen Utensils in
"CRESCENT"

Enamelled Ware stand the test of time and constant use. Never chip or burn. Nice designs. Beautifully finished. Easily kept clean.

EVERY PIECE GUARANTEED.

**"CRESCENT" IS THE KIND
TO ASK FOR.**

If your dealer does not supply
you, we will.

Thos. Davidson Manufacturing Co. Ltd.
MONTREAL.

"Crescent" Enamelled Ware

Is well advertised. It will pay dealers to carry goods in stock that are asked for. The annexed advertisement appears in local papers in all parts of Canada.

The Thos. Davidson Mfg. Co. Ltd. - Montreal.

NOVA SCOTIA MINES.

Chronicle, Halifax: The report of the Department of Mines brought down in the Legislature yesterday contains some interesting information. During the year ended September 30th, 1895, the mining industry of Nova Scotia appears to have made little advance. The coal sales were 1,831,357 tons, compared with 2,019,742 tons in 1894. The gold production showed an increase from 19,980 to 22,112 ounces. The production of other minerals showed slight increases.

Taking the coal sales by counties the decreases were as follows: Cumberland, 57,140 tons; Pictou, 43,255 tons; Cape Breton, 83,432 tons.

The tables show a general decrease at all points. So far the attempts made to enter the United States markets have been only moderately successful, being for the past three years:

1893	16,099 tons
1894	79,837 "
1895	73,097 "

Mr. Gilpin gives detailed reports by the deputies of the operations at the various mines, and the reports of investigations made by him into various fatal accidents. The samples of Nova Scotia minerals forwarded by him to the Imperial Institute,

London, should show the resources of the province in this line.

The iron industry has been dull during the past year, and this no doubt contributed to the lessened sales in Pictou and Cumberland counties.

The plaster shipments were 133,300 tons, compared with 106,171 tons in 1894.

The report shows that the Marble Mountain Co. in Cape Breton have developed a valuable property, and that on the resumption of navigation through the St. Peter's canal they will ship on a large scale.

NEWFOUNDLAND'S IRON DEPOSITS.

The Newfoundland correspondent of The Montreal Gazette writes: "Further working abundantly confirms the reports of the great value of the iron ore lately discovered in Belle Isle, Conception Bay, some ten miles from St. John's. All the arrangements for shipping are now complete, and already three or four large cargoes of ore have been despatched in steamers to Halifax, whence it is sent by rail to New Glasgow. The mine is practically inexhaustible. A large number of men will find employment there when the spring opens. It is confidently affirmed that gold-bearing quartz has been discovered at Cape Broyle, forty miles south of St. John's. Samples of the quartz have

been forwarded for analysis, and, should the report prove favorable, capital will readily be found to work the claims."

CATALOGUES RECEIVED.

KEMP MFG. CO.

The Kemp Mfg. Co., of Toronto, have issued a new catalogue and price list. It is neatly bound in cloth and is profusely illustrated. At a rough calculation there must be between five and six hundred different styles of goods illustrated. The book contains 156 pages without the index, which makes the number eight more. One feature regarding the catalogue is the prominence given to the enameled ware department. In referring to this in the preface, the firm say: "We have given more than usual prominence in this issue to enameled ware, owing to the increased demand caused by the reduction in price. We shall endeavor to maintain the high standard of excellence of our enameled ware in order to retain the general approbation which has been accorded it in the past."

The firm manufactures three styles of enameled ware, namely, "Diamond," "Granite" and "White." The enameling department is at present running to its full capacity.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

CALENDARS RECEIVED.

THE THOS. DAVIDSON MFG. CO.

The most unique calendar **HARDWARE AND METAL** has noticed this year is that of the Thos. Davidson Mfg. Co., Ltd., Montreal. The body is a sheet of embossed and decorated tin, $13\frac{1}{2} \times 9\frac{1}{2}$ inches, and is turned out by the company from its own factory. The primary object of the calendar is to illustrate their "Crescent" enameled ware, and well have they succeeded, for in one corner is a 5-inch fac simile of an enameled tea-pot. The coloring is very natural, and the whole work is a credit to the Thos. Davidson Co.

MONTREAL ROLLING MILLS CO.

A good substantial calendar is that which the Montreal Rolling Mills Co. is distributing to the trade. It is $24\frac{1}{2} \times 16\frac{1}{2}$ inches, and one-half of this space is devoted to showing a bird's-eye view of the firm's enormous works in Montreal.

J. E. MARTINEAU & FILS.

J. E. Martineau & Fils, the well-known hardware and metal firm, of Quebec, is remembering its friends this year with a neat, compact, and useful calendar. A page is devoted to each month of the year, and each page has an illustration of the firm's four-storey warehouse. The calendar is printed in green, red, and black.

THE HAMILTON SMELTER.

The Hamilton Smelting Works are now in practical operation.

When the furnace was blown in on December 30 the first necessary operation was started, but owing to the fact that there were 3,000 tons of fire brick to be dried, till the water stopped dripping, active work did not commence in earnest then, although the fires have been kept continuously going. The fire was necessarily slow, to prevent the expanding of the brick and the cracking of the walls.

On Saturday morning about 10 o'clock the blast was turned on, and about 9 o'clock that night a small quantity of iron emerged from the furnace.

By the middle of the week the works were turning out 60 tons of pig iron every 24 hours, and the cast is nearly equal to No. 1 foundry. On Saturday some of the new iron will be tried at the foundry of the Gurney-Tilden Co.

The stock sheds are filled to their capacity with ore, coke and limestone, and everything about them is perfectly arranged.

Hamilton to-day has not only the Mountain, but is the possessor of the only smelting works in Ontario.

A NEW WIRE FACTORY.

Among the newer industries in St. John, N.B., is one for the manufacture of wire fencing. A novel feature in the style is a

straight wire running through every mesh, the mesh wires being twisted around each other as well as around the straight or parallel wires. One style has large mesh at the top and small at the bottom.

FEASTED BY HIS FRIENDS.

W. M. Buchart, formerly of Owen Sound, has purchased the hardware, stove and tinware business of H. S. May, of Huntsville. Mr. Buchart was one of Owen Sound's popular citizens, and the good people of that place demonstrated their appreciation of him by tendering him a farewell banquet on the evening of January 30. **HARDWARE**

ANE METAL wishes Mr. Buchart success in his new venture.

PERSONAL MENTION.

James Sherwood, of Nyack, N.Y., representing the St. Louis Stamping Co., was in Toronto this week. Mr. Sherwood has many friends in Toronto.

R. J. Bruce, of Port Perry, was in Toronto this week making purchases.

The Island City White Lead and Varnish Works, St. Patrick street, Montreal, were badly gutted by fire the other night. The loss is estimated at \$50,000. The stock is valued at \$75,000, half covered.



A Good Thing-Push It Along

WE CANNOT GIVE YOU MUCH INFORMATION

about the Woodyatt Lawn Mower for 1896.

IT IS JUST

the same as last season, so

YOU KNOW ALL ABOUT IT



IT'S
A
GOOD
THING,
PUSH
IT
ALONG.

THE GUELPH NORWAY IRON & STEEL COMPANY LIMITED

GUELPH, ONT.

MANUFACTURERS OF

Refined Horse Shoe Iron
Bolt Iron, Rivet Iron
Stay Bolt Iron

Fine Grade Iron for Drop Forgings, etc.
Superior Quality Common Iron

NORWAY IRON A SPECIALTY

A GRIEVANCE TO CANADA.

EDITOR HARDWARE,—The following extract from The St. John Sun of 27th inst, if republished in your paper, which is probably read by more business men than any other paper published in the Dominion, will doubtless have a good effect in impressing on the minds of our fellow countrymen the great injustice which, we, as residents of St. John, the natural winter port of Canada, are suffering at the hands of the Canadian Government.

When the Canadian Pacific Railway was being constructed our people were promised that in return for the taxation which was being put on us we would be doubly repaid by having the winter exports of the great country which was being developed pass through our port. In anticipation of the fulfilment of these promises, our people uncomplainingly bore the burden, and in order to be capable of handling the trade, spent a sum of over \$300,000 in building a grain elevator and freight sheds and otherwise improving our facilities.

Now that we are in a position to handle the trade, what do we find? Simply this: that the Government, instead of rewarding us, compels us, in common with the other residents of Canada, to pay for heavy subsidies granted to the Dominion and Allan companies to deliver the export and import

trade of Canada via a United States port, viz., Portland, Maine.

We are actually compelled to bear taxation, the result of which is to build up a rival port in the United States at the expense of our own city.

To give an idea of the large sums of money which are left with the citizens of Portland by means of these steamers, a Portland paper is authority for the statement that the Scotsman distributed \$12,000 on her last visit.

How long would the citizens of any United States city submit to being taxed in order to build up with United States trade a rival city in Canada?

There is a growing trade between the Upper and Lower Provinces, the balance of which is largely in favor of the former.

If these steamship companies were subsidized to make St. John their terminus the money distributed would be of immense service to our merchants, and by bettering them financially react to the good of the Upper Province manufacturers.

This is not the case with Portland, Maine. The Americans take all they can get, but give nothing in return save insults to the Mother Country. With a tariff wall surrounding Maine, trade is out of the question. If every exporter and every importer would

make it a point to order their shipments via St. John great results would be accomplished.

Yours, etc.,

ST. JOHN.

[The paragraph referred to by "St. John" reads as follows: "The ss. Vancouver sailed from Portland, Me., on Thursday with a cargo valued at \$203,000. The Canadian portion of her cargo consisted of 17 230 bushels of peas, 5,171 maple blocks, 986 wooden doors, 78 crates of road carts, 58 organs, 13 cases of sewing machines, 12 cases of poultry, 8 cases and 29 bales of leather, 1,680 bales of cut hay, 228 cases of apples, 710 boxes of ham and bacon, 43 tierces of pork, 92 cases of canned meats, 13 boxes of butter, 120 packages of agricultural implements, 63 crates of pulleys, 36 packages of emery stones, 25 boxes of tobacco, 10 crates of bicycle rims, 125 boxes of beans, 110 boxes of peas, 250 bags of oatmeal, 120 bales of oil cake, 19 packages of sundries."]

The Brantford Board of Trade indulges in an annual banquet. This year's took place at the Kirby house, and was a very brilliant and successful affair. Mr. Ferguson, president of the Stratford Board, Hon. Thos. Ballantyne and A. Pattullo, of Woodstock, were among the outside guests who spoke. Brantford's Board of Trade is a live organization. Its energetic secretary is Geo. Hateley, and this year it has a particularly able and enthusiastic president in Mr. Frank Cockshutt.

Hardware Dealers . .

We are offering Special Low Prices in Madras and other Razors, also Table Cutlery and Case Carvers. These goods are best quality and worth twice the money we are asking.

♦ ♦

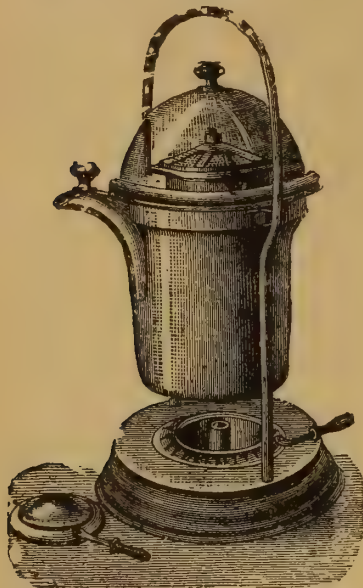
WRITE FOR QUOTATIONS.

149 Yonge Street

The R. A. McCREADY CO., Ltd., Toronto, Ont.

J. C. ADAMS,

Manufacturers' Agent,
43 Queen East, Toronto
AGENCIES SOLICITED. (7)



VIENNA COFFEE MACHINES
In Brass, Nickel and Copper

LAMPLOUGH & MCNAUGHTON
MONTREAL

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

MANUFACTURERS' LIFE
INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

WINNIPEG CITY TRAVELERS.

WHO THEY ARE AND WHAT THEY REPRESENT—ANNUAL CELEBRATION.

WINNIPEG, within the last eight years, has made such rapid strides in the commercial arena that she now ranks as fourth in the Dominion of Canada as a wholesale distributing point, and perhaps a word or two in reference to those who are potent factors and prominent in helping to push the chariot of commercial industry along might not be amiss, and prove an avenue of introduction to the consuming public of a lot of jolly good fellows, remarks The Tribune of that city. The city traveler as a rule is an unassuming individual, but a firm believer in

"All things come to those who hustle
For men of brains or men of muscle."

His face and handsome figure has become familiar in this city's business thoroughfares, as he pushes along with keen eye and active mind through the crowded streets, not only looking after the interests of the retail merchant, but feeling conscious of being amicus humani generis. Possessing tact, push, principle and ability, the business men have come to realize that they are a medium that cannot successfully be dispensed with in the commercial world. As the city travelers are not members of the Northwest Travelers' Association, The Tribune understands it is their intention to form an association of their own, and, being inspired by the success of their At Home last season, the members are making arrangements for a brilliant gathering at an early date.

Following are the names of the representatives and firms:

Alex. Pratt, for the firm of Paulin & Co.
D. B. McRea, for Ogilvie Milling Co.
A. K. Morrison, for McPherson Fruit Co.
R. Barclay, for Standard Oil Co.
K. J. Johnstone, for McKenzie & Powis,
Wm. DeCow, for Blackwood Bros.
N. Hughes, for the Rublee Fruit Co.
John Horne, for Thompson, Codville & Co.
R. S. Sharpe, for Imperial Oil Co.
J. M. Scott, for Strang & Co.
D. M. Horne, for Sutherland & Campbell.
M. B. Steele, for J. Y. Griffin & Co.
J. Dickie, for G. F. & J. Galt.
J. K. Atkinson, for Dyson-Gibson Co.
A. E. Scott, for Lang Manufacturing Co.
G. H. Spurgeon, for Turner, MacKeand & Co.
M. E. Carroll, for Lake of the Woods Milling Co.
R. Galna, for Parsons Produce Co.
T. Hazlewood, for Riddell Manufacturing Co.
E. Tugwell, for McKenzie & Mills.
Hugh Armstrong, for Consolidated Stationery Co.
A. Towne, for Brown Packing Co.
— Clinton, for Ferguson Stationery Co.
J. Warren, for A. Macdonald & Co.
Geo. Parr, for Monsoon Tea Co.
R. Buettner, for Dalasala Confectionery Co.
John Mouat, for W. H. Gillard & Co., Hamilton.
H. Buckle, for Buckle & Sons,
W. Sloan, for J. E. Dingman.
J. A. Thompson, for J. Carman.
— Williams, for Williams & Hilton.
T. Reed, for J. J. Philp,
— Hood, for Escott & Co.
Geo. Adam, agent.
E. W. Ashley, agent.

The annual celebration of the city travelers of Winnipeg will be held February 17.

IN RE

WM. GLENDINNENG & SON

Iron Founders
MONTREAL

Tenders are invited by the undersigned for the purchase of

Foundry Buildings, Plant, etc., at St. Henri, Montreal

The establishment comprises—

PIPE FOUNDRY, fitted with steam cranes for ramming and hoisting, cupola hoists, testing machines and all other requisites for manufacturing water and gas pipes of all sizes.

STOVE FOUNDRY, about 300 feet by 60 feet, fitted with two cupolas, power and other hoists, core machines, grinding machines and all other appurtenances for a first-class concern.

MACHINERY AND JOBBING FOUNDRY, with power and other cranes, 30-ton cupola and the general outfit required for a large daily output.

MACHINE SHOP, with 6 drills, 5 gap and engine lathes, planers, shapers, travelling cranes, dynamo, blowers, etc.

NICKEL-PLATING SHOP, with dynamo, batteries, polishers, etc.

1 Engine, 75 h.p.
2 Boilers, 75 h.p. each.
Blacksmith Shop, with power hammer, etc.

PATTERN SHOP, with saws, lathes, planers, edgers, etc.

The works are built on the bank of the Lachine Canal, and cover an area of about 350,000 feet, being also in close proximity to the line of the Grand Trunk Railway.

The establishment is the finest of its kind in Canada, and was designed and laid out by a competent engineer after an inspection of the most modern foundries in the Northern States.

Further particulars on application to

KENT & TURCOTTE

Accountants

97 St. James Street, Montreal

Church's Cold Water Alabastine

The Best
Wall Coating
on the Market.
Sold by Paint and Hardware
Dealers everywhere.

New Advertising Features
this Season.

150 Newspapers

Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.
PARIS, ONT.

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

WESTERN

Incorporated 1851.

ASSURANCE COMPANY

Fire and Marine

Capital - - - \$2,000,000.00
Assets, over - - - 2,375,000.00
Annual Income - 2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Alexander Macpherson & Son

Barb Wire, Plain Wire,
Plyers, Green Wire Cloth,
Sap Spouts, Babbit Metals,
Skate Sharpeners, Valves,
Skates, Harvest Tools,
Nicholson and American Files,
Cant Dogs and Handles.

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

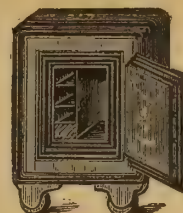
FLUCTUATIONS OF OIL.

The following table, showing the highest, lowest and average price of oil per barrel in the United States each year from 1859 to 1895 inclusive, is worthy of attention :

	Highest	Lowest	Average
1859.....	\$20 00	\$19 00	\$19 77
1860.....	20 00	2 00	9 77
1861.....	1 75	03	52
1862.....	2 00	10	1 00
1863.....	4 00	2 00	3 11
1864.....	14 00	3 75	7 85
1865.....	10 00	4 00	6 65
1866.....	5 00	1 65	3 76
1867.....	4 00	1 50	2 40
1868.....	5 50	1 80	3 57
1869.....	7 00	4 24	5 64
1870.....	4 90	2 75	3 86
1871.....	5 15	3 40	4 42
1872.....	4 10	3 00	3 68
1873.....	3 05	1 00	1 84
1874.....	1 90	45	1 17
1875.....	1 82½	70	1 33
1876.....	4 23¼	1 47½	2 61
1877.....	3 71	1 57½	2 37
1878.....	1 87½	78¾	1 17
1879.....	1 28	63½	86
1880.....	1 24	71¼	95
1881.....	1 00	71¾	85
1882.....	1 37	49½	79
1883.....	1 24¾	83¼	1 06
1884.....	1 15¾	50½	84
1885.....	1 12½	68¼	88½
1886.....	92¼	59¾	71¾
1887.....	90¼	54½	66½
1888.....	1 01	71¼	86½
1889.....	1 12¾	79½	96½
1890.....	1 07¾	60¾	86¾
1891.....	81¾	50	66
1892.....	64¾	50	55½
1893.....	80	52¾	64
1894.....	95¾	78½	83¾
1895.....	2 60	85	1 42

EMERY-GETTING.

Emery-getting at Naxos, Greece, according to a recent Consular Report, has been followed for not more than about 250 years, although the use of the material for polishing gems and metals and sharpening edge tools was well known to the ancients. The deposits are exploited by individual seekers who have for many years enjoyed the privilege, which descends from parents to children, and each person works independently of the others. The stuff is shipped at Liona and Montzouna Bays, about four miles distant from the quarries, and here Government officials superintend the shipments. A curious regulation imposed by the Greek law is that all laborers employed in dealing with the emery here shall be married. As boring processes are not available, blocks of emery are detached by kindling fires round the mass. Wedges and levers are then inserted in the cracks which the heat develops, and fragments are chipped off varying in size from a cubic foot downwards. Emery in the rough is put on board ship just like a coal cargo. Till 1889 only 2,000 tons were exported annually from Naxos, that being the highest limit allowed by the Government. Since then it has been increased, and in 1894 there were 3,950 tons exported. About 20,000,000 tons is the estimated reserve awaiting excavation and removal from the island.



Champion Fire and Burglar-Proof Safes . .
Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List
S. S. KIMBALL
577 Craig St., Montreal, P. Q.

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

Brushes

SPRING 1896.

NEW LINES NEW PRICES NEW GOODS

New catalogue now in press, ready about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

"THERE is no plumbing business," remarked a jobber on Thursday. "Things in the plumbing line are almost dead. Outside of one or two contracts there is nothing moving at all. Last year at this time business was much better. Statistics show building permits issued in Toronto during the month of January to only aggregate \$2,000. I never remember seeing so few before."

* * *

ABSENCE OF PLUMBING FAILURES IN TORONTO.

"While the plumbing trade is quiet," remarked a wholesaler, "it is gratifying to note that there has not been a failure for some time. In some other cities, however, the case is quite different. Of course we had our share of failures, but that was some time ago. The men here are keeping their stocks low, and not anticipating their wants. You cannot coax them to buy one dollar's worth more than they want for immediate work, and they are wise."

* * *

WATER BACK EXPLOSIONS.

The severe cold weather of last week caused the explosion of several water backs in different parts of the country, due to the pipes between the water back and the boiler being frozen. One of the accidents occurred near Philadelphia, and the report states that the stove was blown to pieces, one of the pieces demolishing a heavy door, although a woman who was in the room at the time escaped without injury. Another case was in Northern New Jersey, where, after a fire had been lit in the stove about fifteen minutes, a loud report was heard and the stove was blown to fragments. The walls of the room were broken and a portion of the floor was torn up through the force of the concussion. These were rather unusual occurrences, as it is a general custom throughout the country to keep the kitchen fire over night. In these cases this custom was not observed, with the result described. The cause of the explosion is readily discovered. The pipes between the boiler and the water back being more exposed in proportion to the water they contain than the boiler or water back, the water in them naturally froze first. This stopped the supply of water to the water back, so that when the fire was started the water back soon got hot and expanded the water in it. The gradual increase in heat producing this expansion has the effect of thawing the ice in a burst pipe and letting all the water out of the water back in the form of steam. The heat then transmitted along the other pipe soon thaws the ice and lets the water into the water back, which, in the meantime, has become very hot. The incoming water bursts into steam on striking the hot water

back and an explosion results. An explosion, however, could occur without either of the pipes having burst. Heating the water back would naturally thaw the upper pipe first and provide for the expansion of the water. If there was no circulation in the water back, steam could readily accumulate and force all the water out. Then if the lower pipe thawed, or if by any means water could enter the water back, an explosion would be the natural consequence.—Metal Worker.

* * *

ORDINANCE GOVERNING PLUMBERS.

The following are the chief paragraphs governing plumbers recently passed by the City Council of Chicago :

Sec. 1. That any person desiring to engage in or work at the business of a master plumber shall first obtain a license so to do from the mayor and city clerk of the city of Chicago upon the recommendation of the chief inspector of plumbing, and shall pay a fee of \$25 therefor, which fee shall be paid to the city collector, who shall account for same as for other receipts which come into his hands. No person shall receive such license who shall not have attained the age of 21 years nor without having an established place of business within the limits of said city, nor who shall not have first passed an examination before the chief inspector of plumbing, hereinafter provided for as to his responsibility and skill in the business of plumbing. Every such license shall expire on April 30 of each year following its issue.

Sec. 2. That every person desiring such license shall file with the chief inspector of plumbing an application in writing, giving his full name or the name of the firm, if he is one of a firm, and of each member thereof, and place of business. Every such person shall, before making such application, file with the water department of the city of Chicago a bond signed by two or more sureties, to be approved by the chief inspector of plumbing, in the sum of \$3,000, conditioned that he or they shall indemnify and save harmless the city of Chicago from all accidents and damages caused by any negligence, unskillfulness or inadequacy either in the execution or the protection of his work done under and by virtue of his license, and that said license, as such, will conform to all the conditions and requirements of the city pertaining to the business of plumbing in accordance with the laws and ordinances of the city and with the rules and regulations of the department of public works and the department of health.

Sec. 3. That the chief inspector of plumbing shall formulate rules and regulations for the examination of applicants for the license herein prescribed, and shall then designate the times and places for such examinations. Said chief inspector of plumbing shall examine applicants as to their practical knowledge of plumbing, house drainage and plumbing ventilation, and if satisfied of their competency shall so certify in each case to the mayor of the city of Chicago.

Sec. 4. That any licensed plumber who shall be guilty of the violation of any of the provisions of this ordinance may have his license revoked by the chief inspector of plumbing.

Sec. 5. That no person shall perform any plumbing work without having first obtained the license herein provided for under penalty of a fine upon conviction of not less than \$50, nor more than \$100, for each and every offence.

* * *

PLUMBING NOTES.

The T. Eaton Company have taken out a permit to build an addition to their premises at Albert and James streets to cost \$10,000. It will be brick and four storeys high.

The civic authorities of Toronto have decided to transfer the plumbing department from the control of the City Engineer to the Medical Health Officer. And at last has been consummated what has long been mooted.

Mr. Arthur Ellis has been appointed architect to plan and construct a new school building in Kingston to be erected on a plot of ground in the northern part of Frontenac Ward, to cost \$20,000.

EXIGENCIES OF PLUMBING LIFE.

A meeting of the creditors of Alfred Blais, plumber, Montreal, will be held 13th inst.

J. Devine & Co., plumbers, Montreal, have dissolved.

L. Girard & Co., plumbers, St. Louis de Mile End, is the style of a firm which Lucien Girard and Dolphine Corbeil have registered to do business under.

Adrien Blondin and Oscar Daoust have registered a partnership in St. Hyacinthe, Que., to carry on business as plumbers under the style of A Blondin & Co.

Ernest C. Mount has been registered proprietor of the plumbing business of E. C. Mount & Co., Montreal.

A HEALTHY SIGN.

The Walter H. Cottingham Co., Ltd., makers for Canada of the Sherwin-Williams paints, have found it necessary to put in more plant to enable them to keep up with the heavy demand that has set in for their goods. Mr. Cottingham informs us their trade has been far beyond their expectations, and that their orders for S.W.P. become more numerous every week. They had put in what they considered plant sufficient to turn out all they could hope to sell the first year, but now find they have to get on from the Cleveland works several new mills to keep pace with their orders.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N. B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

MUST USE CANADIAN PORTS.

THE points made by the correspondent signing "St John" are not altogether new to the readers of this paper. We have always been strong advocates of compelling all subsidized steamship lines to make some port in Canada their terminal point, and we are happy to be able to say that at least one member of the Government was induced to vote in favor of the subsidy to the Beaver Line in order to make St. John the terminal point from some of the arguments brought to his attention in these columns.

It is a little more than a year since we published several articles showing how much money was actually distributed by some local steamship lines in Halifax for wages and supplies each trip. Many were surprised when they read them, and became as strong advocates of a Canadian port as we are.

We have discussed the question with many of the leading business men in Montreal and west, and when they understood the matter they thoroughly agreed that the Government must compel all subsidized lines to make Canadian ports their terminal points. It is for the Maritime Provinces to interest the merchants and manufacturers in Quebec, Ontario and west. When they do they will have no difficulty in securing their active support. The Government are now in a better humor to listen than ever before. For years the business men in different localities have submitted meekly to unfair—to unjust—treatment at the hands of the Ministry at Ottawa. Strange, however, they did not blame the Government, but the business men in other cities who they supposed had a "pull."

The MacLeans' Trade Journals took the matter up, and for months they have been exposing grievance after grievance—first in one city, then another, now in this section of trade, then in that. These papers, with their principal offices in Toronto and Montreal, and staff correspondents in the leading centres, brought business men in every part of Canada closer together. It was found that the most urgent representations of business men everywhere were treated with indifference by a Government whose chief object should be to promote the interests of trade. Montreal and Toronto Boards were positively snubbed for bringing up matters that were of vital importance to their members.

Thus, learning that the complaints were not confined to any trade or to any locality, but that all suffered alike, the tempers of business men began to rise above party considerations. The Government was told that unless more attention was paid to the requirements of business men they would no longer receive their support. Even that had no effect. Their opportunity came, as we pointed out at the time, with the election

in Montreal Centre, when the business men—to use a sporting term—simply wiped the floor with the Government candidate. They repeated the dose a few days later in Jacques Cartier, a suburb of Montreal with a large business vote.

These were the arguments needed to

bring the Government to its senses. They did. As we have said, now is the time for those who will directly benefit—and the remainder of Canada will benefit indirectly—to interest business men everywhere. They are in no temper to be trifled with by politicians.

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's
Dominion, and other brands.

Enquiries for IMPORT orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

... MONTREAL

SPRITE CYCLES

LEAD
FOR
LOW PRICES

QUALITY
FINISH

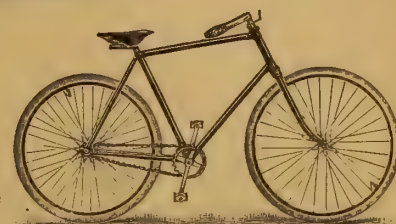
CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY,
London, W.C

BRUSHES

R
U
S
H
E
S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

JOHAN STEVENS, harness maker, of London, Ont., has assigned to J. W. Clark.

John Cameron, general merchant, Edmonton, has assigned.

W. Willis & Co., lumber, London, are trying to compromise.

J. O. Fagan, general merchant, Sorel, Que., has assigned.

F. Brownell, general merchant, Northport, N.S., has assigned.

Nathaniel Churchill, general merchant, Wilmot, N.S., has assigned.

George Follis, blacksmith, Eden Grove, has assigned to Hector Cowan.

Thos. A. Garland, general merchant, Portage la Prairie, Man., has assigned.

A. M. Rusland, tinware and stoves, Great Britain, has assigned to Peter Mitchell.

E. C. Callaghan, general merchant, Cornwall, has compromised at 80c. on the dollar.

Miss E. Leclerc, general merchant, Warwick, Que., has compromised at 60c. on the dollar.

E. J. Carter & Co., general merchants, Bond Head, have assigned to J. W. Lawrence, Toronto.

J. McGuire & Co., tinsmiths, Westport, Que., are offering to compromise at 40c. on the dollar, cash.

David Moreault, general merchant, St. Angele de Laval, has compromised at 50c. on the dollar, cash.

Alexander Lalonde, stoves and tinware, Alexandria, Ont., has assigned to D. E. McIntyre. The creditors will meet on the 8th.

Stephen Woodcock, general merchant, of Nordland, Ont., has assigned to Jas. P. Langley. The liabilities and assets are about \$1,500 each.

Graham & Cathcart, general merchants, of Stittsville, have assigned to Richard Tew. The assets are \$2,000, and the liabilities slightly in excess of this figure.

SALES MADE AND PENDING.

O. Peloquin, tinware, Montreal, is advertising his business for sale.

Henry Turner, hardware, Tottenham, is advertising business for sale.

J. S. Randolph, agricultural implements, Elgin, has removed to Gananoque.

John Cox & Co., manufacturers varnish, Montreal, are offering business for sale.

The stock of J. F. Guay, electrician, Quebec, has been sold at 16c. on the dollar.

The plant, etc., of F. H. Wilson & Co., foundry, Yarmouth, N.S., is advertised for sale.

The business and plant of the Victoria Electric Railway & Lighting Co., Victoria, B.C., are advertised for sale.

Eleanor Grogen Rickey has been registered proprietress of the firm of W. Glen-denning, jr., & Co., Montreal.

The stock, etc., of the estate of R. S. Gage, general merchant, Newbury, are to be sold by auction on the 10th inst.

An insolvency declaration has been applied for in the matter of W. Stanford, general merchant, Bonne Bay, Nfld.

PARTNERSHIPS FORMED AND DISSOLVED.

Robert & Chouinard, hardware, St. Henri de Montreal, have dissolved.

John L. Skinner & Son, blacksmiths, Camden East, have dissolved. John L. Skinner continues.

Thomas Percival, of the firm of Morrison & Percival, tinsmiths, Brockville, has disposed of his interest to H. E. Empey.

Phillips & Co., hardware, Killarney and Cartwright, Man., have dissolved. W. T. Phillips continues at Killarney, and L. H. Phillips at Cartwright.

Pierre Demers and Aristide Demers have registered a partnership in Montreal to carry on business as hardware merchants under the style of P. Demers & Fils.

PARTNERSHIPS FORMED AND DISSOLVED.

Maybee & Derbyshire, general merchants, Odessa, Ont., have dissolved. Bryan Derbyshire continues.

Finklestein & McCutcheon, general merchants, Carberry, Man., are dissolving February 16. Mr. Finklestein continues.

Holmes, Moore & Courtwright, general merchants and manufacturers of stoves, lumber, etc., Inwood, Ont., have dissolved.

A co-partnership has been registered at Joggins Mines, N. S., by P. H. & F. G. Melanson to carry on business as general merchants, under the style of Melanson Bros.

CHANGES.

P. W. Bates, general merchant, Jasper, has removed to Merrickville.

D. J. Dutton, general merchant, Park Hill, has removed to Elora.

T. R. Flood, general merchant, Harrow, has been succeeded by Clark & Bell.

W. F. Ross, Sr., general merchant, is commencing business in Hopetown, Que.

Watts & Son is the name of a new firm of general merchants which are starting into business in Odessa, Ont.

FIRES.

E. O. Runians, general merchant, Brampton, has had his premises damaged by fire and water; insured.

The premises of S. B. McClung & Co., stoves and tinware, Trenton, have been damaged by smoke and water.

DEATHS.

Thomas Keaough, painter, Ottawa, is dead.

The stove and hardware establishment of John C. Clark, Berwick, N.S., was burned the other day. Loss, \$4,000; insurance, \$400 on building in London & Lancashire, and \$400 in the same company and \$400 in Commercial Union on stock.

BRITISH PIG IRON INDUSTRY.

In the British pig iron industry the improvement in employment continues, according to Iron and Steel Trades Journal. The number of furnaces in blast at the end of the month, owned by 109 ironmasters making returns, was 324, or two more than in November, and 15 more than in December, 1894. The number of workpeople employed at these furnaces was 20,880, an increase of 208 over November last, and of 903 over December, 1894. Returns furnished by 173 employers respecting steel and tin plate works, puddling furnaces and rolling mills, showed that they had 62,316 workpeople employed at the end of the month, as compared with 60,014 workpeople at the end of December, 1894, an increase of 2,302. Returns from 37 tin plate manufacturers give the number of their mills in operation at the end of the month as 180, being 16 less than at the end of November last, and 11 more than at the end of December, 1894.

BUILD FOR FUTURE TRADE.

It is very questionable whether even one in every hundred repairmen begins to comprehend the vastness of the bicycle industry, says Wheel Talk. Not only the building but the repairing of wheels is destined to become a very important industry. It therefore behooves repairmen to start out right. There is no business to which the proverb, "The best is the cheapest," can be applied with so much force. No repairman or dealer should be content with temporary expedients. If a repairman wants a repair stand, let him make or procure one that will be solid and substantial, and that will, if necessary, last a lifetime. Don't bother with temporary affairs; they cost time and money, and will have to be replaced sooner or later.

As soon as business warrants it, put in a tank and keep compressed air on tap. If power is needed, don't be content to put in just enough to run the repair shop as it is to-day, but count on adding another lathe or two, another drill, a punching machine, and perhaps a nickel-plating outfit, as well as a good brazier. Speaking of brazing reminds one of the fact that too often repairmen are either making or buying cheap affairs that will give out just when they are most needed. Brazing apparatus and enamelling ovens should be built for long continued service. It may not be necessary to use them to their full capacity now, but rest assured that it is false economy to put in cheap, inefficient affairs. Brazing is, perhaps, the most important work in bicycle repairing, and comparatively few men know how to do it well. The best brazier cannot do good work with poor appliances, while a poor brazier will be unable to accomplish anything unless the material and tools are of a good quality. The policy of every bicycle dealer and repairman should be to build for a future and a permanent trade.

A REDUCTION IN FREIGHTS

And in cost of handling can be effected on small importations by employing us as shipping agents.

How? Write us for particulars.

BLAIKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.

Thos. Forrester, 298 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.

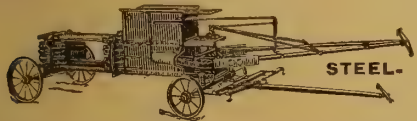
FOR IRON FENCING
BANK AND OFFICE RAILINGSand all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

DEREDICK'S PATENT STEEL SHELL
HAY PRESSES.

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

ADVANCED!
WHAT?

All kinds of Raw Material; but we are determined to keep our well known brand

UNICORN
MIXED PAINTS

at the same popular price as before—How do we do it? We turn out such big quantities that we can be satisfied with small profits, and our paints are the

BEST IN AMERICA.

A. RAMSAY & SON, MONTREAL

CUTLERY

H. BOKER & CO.



Pen Knives in large varieties

ALSO

SCISSORS AND RAZORS

Caverhill, Learmont & Co.
MONTREAL

ROPES AND THEIR USES.

Rope, though usually of hemp, is made of other materials for certain purposes, says Work. Coir rope (cocoanut fibres), being light and buoyant, is useful for warps, rocket lines, life-buoy lines, and drift nets. Manilla grass is adapted for reef points, yachts' hawsers, and wherever tar would be injurious. Hide is required for wheel ropes, or where great strength with pliability and small circumference is needed. Cotton is serviceable for fancy work, etc. The yarns are formed by twisting the hemp right-handed; the strands by twisting or laying up the yarns left-handed; and the ropes by laying up the strands right-handed. Three ropes laid up left-handed form what is known as cable-laid rope; four-stranded ropes are laid round a heart. Ropes are sometimes laid left-handed, but if the strands are to be laid left-handed the yarns are laid right-handed. If the parts of hemp, etc., be twisted more than is necessary to hold them together, strength is lost. Upon following the course of a yarn in a rope it will be found that, by this alternate laying, it runs nearly straight with the direction of the rope's length. A three-stranded rope will bear a greater strain in comparison with its size than any other of the same material; cable-laid ropes and four-stranded ropes are, roughly speaking, about one-fifth weaker. Rope is measured by its circumference, and is laid up in lengths of 113 fathoms, sizes varying up to 28 in.; but it is not usually made up in coils when the size exceeds 5 in. Very small ropes are distinguished by their yarns rather than their size; thus sailors speak of nine-twelve and eighteen yarn stuff, which is commonly called "seizing stuff."

TIN PLATE TRADE OF SOUTH WALES.

"The tin plate trade of South Wales has persistently, during the past few months, gone from bad to worse," is the opening statement in a report on that industry just received at the State Department from Anthony Howells, United States Consul at Cardiff. Mr. Howells says that newspaper comments prior to the November elections about "the ruinous effect of the Wilson tariff on American manufactures," caused much rejoicing on that side of the Atlantic. Now conditions have changed, and the only hope for the industry entertained in Wales is through a general stoppage of work until rates become higher. The falling off since 1892 has been enormous. The total decrease reached £93,991, which would have been greater had there not been increased exports to some countries, as the falling off in exports to the United States itself was no less than £202,808. In spite of this the United States remains the leading customer, for she consumes even now more than half of the tin plates exported from Great Britain."

1875. **COVERT'S** 1896.

Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

Montreal



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

The Saint John Bolt
& Nut Works

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"JARDINE"

Tire Upsetter

SALES SHOW A LARGE INCREASE EVERY SEASON.

SIMPLER AND BETTER THAN MACHINES.

A. B. JARDINE & Co.

HESPELER, ONT.



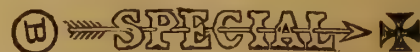
WADE & BUTCHER,
SHEFFIELD, ENGLAND.



OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 7, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
R. & Co.,—		
I.C., usual sizes	5 25	
I.X., "	6 50	
I.X.X., "	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
D.C., 12½x17	6 75	7 00
D.X., "	3 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3
Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.		
Cookley Grade—		
X.X., 14x56, 50 sheet bxs }	0 06	0 06½
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06	
28 "	0 07½	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price,	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 20	
Hoop "	2 20	
Swedish "	4 00	4 25
Sleigh Shoe Steel	2 50	
Tire Steel	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb.	0 10	0 14
Russian Sheet, per lb.	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

½ inch	2 45	
¾ "	2 35	
1 " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ⅜, ½, ¾ p.c.; ½ to 1¼ in. 65 and 10		
1½ to 2 in. 70 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb.	0 04½	0 04½
26 gauge, "	0 04½	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04½
28 "	0 04½	0 04½

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ½ " " "	4 75	
" 5-16 " " "	4 00	
" ¾ " " "	3 75	
" 7-16 " " "	3 35	
" 9-16 " " "	3 25	
" 1 " " " "	2 95	
" 1 ¼ " " " "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per		
doz. yards	0 13	0 50
Jack chain, double, per doz.		
yards	0 15	
Jack chain, brass, single, per		
doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11½	0 12
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to 7½ in.	0 20	0 22
round and square		
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 a pound.

Sheet.

Untinned, 14 oz., and light, 16		
oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16		
oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48		
and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
35 to 45 "	0 15	0 15½
50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pits.

Plain Tinned, per lb.	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb.	0 04½	0 04½
Domestic "	0 03½	0 04

Zinc Sheet.

5 cwt. casks	0 04½	
Part casks	0 05	

Lead.

Imported Pig, per lb.	0 03½	0 03½
Domestic, per lb.	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft.,		
by roll	0 04½	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard	0 12½	0 13
Wire	0 11½	0 12
"	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil,		Per cwt.
25 lb. irons	\$4 75	
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
" Decorative	5 75	
" No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto,		
James' genuine	5 75	
" No.	5 25	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 05
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb.	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per		
cwt. per gallon	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls.		
per cwt.	2 75	
Yellow Ochre (Royal), per		
cwt.	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb.		
100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
Umber, "	0 10	
do. "	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03½	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal.	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal.	1 30	
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

(In bbls.)

Raw, per gal.	0 50	0 51
Boiled, per gal.	0 53	0 54

Turpentine.

(In bbls.)

Barrel lots	0 42	
" "	0 43	

Castor Oil.

Best, per lb.	0 06½	0 07½
--------------------	-------	-------

Cod Oil.

Cod Oil, per gal.	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)

Common	0 07½	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. LePage's, discount 20 to 25		
per cent off list; Munn's, discount 25 to		
30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps. Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Amer.		
Central Fire Cartridges, pistol sizes, Dom.		
30 per cent.		
Central Fire Cartridges, Sporting and Military,		
Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer.,		
net list. B.B. Caps, discount 45 per cent.,		
Amer.		
Loaded and empty Shells, "Trap" and		
"Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ¼-lb		
bags	1 00	
Best thick brown or grey felt wads, in		
½ lb. bags	0 70	
Best thick white card wads, in boxes		
of 500 each, 12 and smaller gauges		
Best thick white card wads, in boxes		
of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes		
of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000		
each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000		
each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000		
each, 8 gauge	0 2	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stern's, per dozen	13 00	20 00
Adjustable Stern's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
House.		
American, per lb	0 35	0 40

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Beltling.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each.	5 00	7 50
------------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis. 75 and 10 per cent.		
Cast Iron.		

Loose Pin, dis. 60 and 10 to 70 per cent.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stern's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis. Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis. Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis. Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis. Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis. Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 52½ and 7½ per cent., revised list.		
---	--	--

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.	Per 25 ft.	Per 10 ft.	Per 5 ft.	Per 2 ft.	Per 1 ft.	Per 6 in.	Per 4 in.	Per 3 in.	Per 2 in.	Per 1 in.	Per ½ in.	Per ¼ in.	Per ⅛ in.	Per 1/16 in.	Per 1/32 in.	Per 1/64 in.	Per 1/128 in.	Per 1/256 in.	Per 1/512 in.	Per 1/1024 in.	Per 1/2048 in.	Per 1/4096 in.	Per 1/8192 in.	Per 1/16384 in.	Per 1/32768 in.	Per 1/65536 in.	Per 1/131072 in.	Per 1/262144 in.	Per 1/524288 in.	Per 1/1048576 in.	Per 1/2097152 in.	Per 1/4194304 in.	Per 1/8388608 in.	Per 1/16777216 in.	Per 1/33554432 in.	Per 1/67108864 in.	Per 1/134217728 in.	Per 1/268435456 in.	Per 1/536870912 in.	Per 1/1073741824 in.	Per 1/2147483648 in.	Per 1/4294967296 in.	Per 1/8589934592 in.	Per 1/17179869184 in.	Per 1/34359738368 in.	Per 1/68719476736 in.	Per 1/137438953472 in.	Per 1/274877906944 in.	Per 1/549755813888 in.	Per 1/1099511627776 in.	Per 1/2199023255552 in.	Per 1/4398046511104 in.	Per 1/8796093022208 in.	Per 1/17592186044416 in.	Per 1/35184372088832 in.	Per 1/70368744177664 in.	Per 1/140737488355328 in.	Per 1/281474976710656 in.	Per 1/562949953421312 in.	Per 1/1125899906842624 in.	Per 1/2251799813685248 in.	Per 1/4503599627370496 in.	Per 1/9007199254740992 in.	Per 1/18014398509481984 in.	Per 1/36028797018963968 in.	Per 1/72057594037927936 in.	Per 1/144115188075855872 in.	Per 1/288230376151711744 in.	Per 1/576460752303423488 in.	Per 1/1152921504606846976 in.	Per 1/2305843009213693952 in.	Per 1/4611686018427387904 in.	Per 1/9223372036854775808 in.	Per 1/18446744073709551616 in.	Per 1/36893488147419103232 in.	Per 1/73786976294838206464 in.	Per 1/147573952589676412928 in.	Per 1/295147905179352825856 in.	Per 1/590295810358705651712 in.	Per 1/1180591620717411303424 in.	Per 1/2361183241434822606848 in.	Per 1/4722366482869645213696 in.	Per 1/9444732965739290427392 in.	Per 1/18889465931478580854784 in
-----------------	-------------	------------	------------	------------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	--------------	--------------	--------------	---------------	---------------	---------------	----------------	----------------	----------------	----------------	-----------------	-----------------	-----------------	------------------	------------------	------------------	-------------------	-------------------	-------------------	-------------------	--------------------	--------------------	--------------------	---------------------	---------------------	---------------------	----------------------	----------------------	----------------------	----------------------	-----------------------	-----------------------	-----------------------	------------------------	------------------------	------------------------	-------------------------	-------------------------	-------------------------	-------------------------	--------------------------	--------------------------	--------------------------	---------------------------	---------------------------	---------------------------	----------------------------	----------------------------	----------------------------	----------------------------	-----------------------------	-----------------------------	-----------------------------	------------------------------	------------------------------	------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------	--------------------------------	--------------------------------	--------------------------------	---------------------------------	---------------------------------	---------------------------------	----------------------------------	----------------------------------	----------------------------------	----------------------------------	----------------------------------

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz.	1 70	4 50
-------------------	------	------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50
Cabinet, " "		
Eagle, dis. 40 to 42½ p.c.		
Padlock, " "		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz.	8 50	10 00
--------------------	------	-------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.		
------------------------------------	--	--

MINCING KNIVES.

American, per doz.	0 42	2 35
--------------------	------	------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		
---	--	--

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern -		
Basis—50 to 60 dy.	2 50	
40 dy.	2 55	
30 dy.	2 60	
20, 16, and 12 dy.	2 70	
10 dy.	2 75	
8 and 9 dy.	2 75	
6 and 7 dy.	2 90	
2. American pattern only—		
From 4 to 5 dy.	3 10	
3 dy (lath).	3 50	
3. Canada pattern only—		
From 4 to 5 dy.	3 00	
3 dy (lath).	3 40	
3 dy, A.P. fine.	4 10	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.		
Wire Nails, 75 per cent., 3 per cent. cash delivered in lots of 10 kegs or more.		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
----------------------	------	------

NAIL SETS.

Square, round, and octagon, per gross.	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.		
------------------------------------	--	--

OIL.

Canada refined oil (Toronto).	0 16	0 16
Carbon safety	0 18	0 19
Canada w. w.	0 18	0 19
American w. w.	0 00	0 20½
S. r. seal, per gal.	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized, per doz.	2 25	3 30
----------------------	------	------

PENCILS.

Dixon's, per gross.	1 00	4 25
Carpenter, " "	2 25	3 60

PICKS.

Per doz.	6 00	9 00
----------	------	------

PICTURE NAILS.

Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.	2 00	5 00
-------------------	------	------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.		
----------------------------------	--	--

POPPERS.

Corn, square, per doz.	1 35	2 00
------------------------	------	------

PRUNING SHEARS.

*Per doz.	4 00	5 50
-----------	------	------

PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle	0 22	0 33
Screw	0 27	1 00
Awning	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors', " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.

Bladder, per lb.	0 01½	
Tins, lbs.	2 50	2 75

RAIL.

Barn door, per foot.	0 03	0 03½
Sliding door, " "	0 03½	0 03½
Lanes, " "	0 03½	0 03½

RAKES.

Cas' steel and malleable Canadian, list dis. 60 p.c. revised list.		
Wood, 25 per cent.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Bokers', " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arhenz's, " "	9 00	18 00
Theile & Quack's, " "	7 00	12 00

RAZOR STROPS.

Currier's, per doz.	1 25	3 60
---------------------	------	------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.		
Copper rivets, dis. 45 per cent.		
Iron " dis. 55 per cent.		
Tinned and black rivets, 55 per cent.		
Burrs, iron, 50 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 30, 35 per cent.		
---------------------------------	--	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 ½	00 9½
¼, 5-16, ¾ in.	7 ½	00 9¾
Cotton	15 17	
Russia Deep Sea	00 13	
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, per set.	0 65	1 00
" N.P., per set.	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75	5 00
---------------------------	------	------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.

Per lb.	0 22	0 50
---------	------	------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.		
Kempshell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH WEIGHTS.

Sectional, per 100 lbs.	1 40	1 50
-------------------------	------	------

SAWS.

Crosscut, McMillan & Haynes, per dozen.	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70
Hand, Diston's, dis. 10, 12½ p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Diston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting " "	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.

Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.

Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65	4 00
---------------------	------	------

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.		
" R. H., " dis. 72½ p.c.		
" F. H., brass, dis. 75 p.c.		
" R. H., " dis. 70 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
" iron, " "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.		
---------------------------------	--	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.		
------------------------------	--	--

SHEARS.

B. & W., japanned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinrich, dis. 60 p.c.		
Bristol, japanned, 80 p.c.		
" N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
" japanned handles, 67½ p.c. off.		
Seymour or Heinrich tailor shears, 15 p.c.		

SHEAVES.

Sliding door, per set.	0 77	1 40
------------------------	------	------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.		
---	--	--

SIEVES.

Wood rim, black, per doz.	1 05	1 10
" tinned, " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black, " "	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme " "	3 50	5 00
Lock, Andrews' " "	4 50	11 50

SOLDERING IRONS.

Per lb.	0 00	0 24
---------	------	------

WROUGHT SPIKES.

Discount, 20 per cent.		
------------------------	--	--

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.	1 65	2 90
Steel, dis. 70 and 10 p.c. rev. list.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.

Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.		
------------------------	--	--

STOVE POLISH (CATCHPOLES).

Stovepipe varnish, enamelled cans, per doz.	1 75	
No. 1 stove paste, per gross.	9 00	
No. 2 " "	4 80	

STONE.

Washita, per lb.	0 28	0 50
Hindostan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labadore, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66½
Trunk tacks, black	60
" tinned	66½
B.B.B. iron carpet, blued	60
" tinned	66½
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	50
" " (in dozens, 1 to 6 oz.)	45
" " (in dozens, 8 to 24 oz.)	40
" " ¼ weights	45
" " tinned	45
Swedes, cut tacks, genuine, blued and tinned	52
Swedes, upholsterers, genuine	50



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors Island City Coach Varnishes Island City Dry Colors

Are used by the largest carriage
builders.

P. D. DODS & CO.
MONTREAL

NORTHERN ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

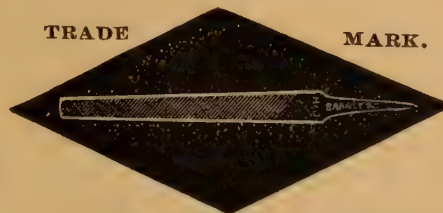
ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable
paper stock and are finished with double
thickness eyelets.

These tags, made to carry invoices, serve
the double duty of Tag and Envelope, sav-
ing postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

THE PAINT COMPANY
OF CANADA

Capacity nearly equal to all the
other Paint Houses combined.

The Canada Paint Co.

LIMITED.

Manufacturers of

**FINE COLORS, STAINS,
VARNISHES and PAINTS.**

The only "First Hands" in Canada for Levigated Mineral Colors.

Proprietors of the leading brands of Vermilions, Window Blind Greens, Oil Wood Stains, Mixed Colors and Paints, White Leads.

Manufacturers of Decorators' and Painters' Materials, Paper Stainers' Colors, Wall Paper Colors, Lithographers' Colors and Varnishes, Artists' Tube Colors, Carriage Builders' Primers, Fillers, Fine Colors, Varnishes, Painters' Triple Strength Tinting Colors.

Owners of Quebec Paint Lands and Graphite Mines.

Manufacturers of Canadian Magnetic Iron Oxides, Indian and Venetian Reds, all shades, Diamond Graphite Paints and Specialties.

The CANADA PAINT CO., Ltd.

572 William Street

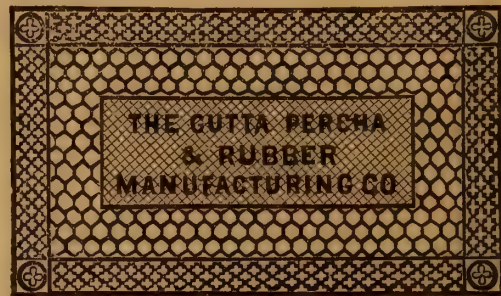
Factories at Montreal, Toronto
and Victoria.

MONTREAL

BELTING, HOSE, PACKINGS

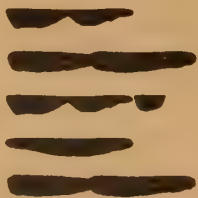


**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

Milk Can Trimmings



Broad Hoop and Iron Clad Pattern

Milk Cans, (made up) Railway and Regular Sizes

Tinned Iron—All sizes from 16 to 28 w.g.

Quotations (on application) promptly attended to.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

CANADIAN

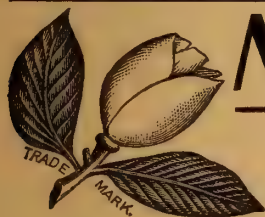
HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, FEBRUARY 15, 1896.

No. 7.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

IT IS YOUR BUSINESS TO WEIGH
PROBABILITIES, AND DECIDE
ON VALUES.

"Safford" Patent Radiators

FOR HEATING

LEAD THE WORLD



REGISTERED

The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

RICE LEWIS & SON

LIMITED

IMPORTERS OF . .

Fine Builders' Hardware



Bar Iron, Steel
Boiler Plate
Shelf and Heavy
Hardware
Mantels, Grates
Tiles, Cutlery

Cor. King and Victoria
Streets

TORONTO

HOT

WATER

URNS



*RETURNED
as per their order
Sep 11/96*

Prices lower
than ever.

Send for
Catalogue.



The Booth Copper Co.

TORONTO, ONT.

YOU WANT OUR _____

Factory Milk Can Trimmings



THEY ARE MADE TO STAND THE WEAR AND TEAR
THE TRADE ENDORSE THEM
THE PEOPLE USE THEM
YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 15, 1896

No. 7

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

NEW HARDWARE ASSOCIATION.

THE hardware, stove and tinware dealers who met in Pamerston, Ont., on Tuesday last are to be congratulated.

As will be noticed from the report of the proceedings, which we print in another column, an association was formed in spite of the fact that the blockade of the railways by snow prevented a good many from being present who would otherwise have been there. But this did not prevent the eight merchants present from carrying out the object for which they had gathered, namely, launching an association.

By taking the decided step they did they showed their earnestness: Men of less zeal and courage would have decided to have waited until a larger gathering could have been assured, or at least merely appointed a committee to report at some future time, when possibly the movement would have collapsed. But no, they decided to do the welding there and then with the material at hand.

The name is a little cumbersome, but there is not much in a name, when the association bearing it is composed of men of push and energy.

Anti-price cutting and protection against jobbers who cater for the trade of consumers were wisely selected as the chief planks of the association.

Had there been eight hundred instead of eight merchants present a better choice could scarcely have been made. Both are

among the most notorious of evils that infest the retail hardware trade of the country to-day.

Cutting prices the retailers can stop of their own volition. But the other evil is one that, although not so much in evidence, is difficult to cope with. It is an enemy in the ambush, as it were. But it is none the less a dangerous enemy. And fighting it demands the exercise of much tact. But they can be fought, and that successfully. All that is demanded is united and continuous effort.

For a jobber to sell to a retailer and then turn about and go to the premises of that retailer's customer and supply him at the identically same figures as those accorded the former is positively unjust, yet it is done.

Retailers should, first of all, refrain from dealing with "jobbers" who prospect for consumers' orders with the same zeal as they do those of the merchant: Let the retailers, first of all, confine their patronage to legitimate jobbers—and there are plenty of them—who are above this thing. Then, as they become united and stronger, they can undertake the training of bigger guns against the fake jobber, and those who are responsible for his existence.

The Ontario Retail Hardware, Stove and Tinware Dealers' Association is composed of dealers from the counties of Perth, Wellington, Bruce and Huron, and it is to be hoped that when the association holds its next meeting on the 26th of March more representatives will be present, not only from these four counties, but from other adjacent counties as well.

DISCRIMINATING RATES.

REPRESENTATIVES of the heavy metal and iron business on the Council of the Montreal Board of Trade announce their intention of taking up the matter of discriminatory railway rates in earnest.

They have one of the leading members of the trade, Mr. Jas Crathern, elected to the Council by one of the largest votes ever polled. Mr. Crathern is the largest importer of heavy lines of iron in Canada, and thoroughly understands, therefore, all sides of the question. He will be able to deal with the matter intelligently and, the trade

hope, make a good fight for some badly needed reforms.

HARDWARE AND METAL has frequently given instances of how these discriminating rates militate against shippers' interests.

It is not only the Montreal jobbers who are interested. Every big centre of business has to suffer in proportion to its position.

A glaring instance was cited by the Montreal representative of a leading English steel firm the other day. This gentleman sold two lots of heavy steel for spring shipment, one in St. John, N.B., and the other in Montreal. When it is stated that the latter lot, which has itself to come via St. John, is laid down in Montreal for 1s. per cwt. less than the St. John lot, including all charges, some idea of the lengths to which discrimination is carried on can be gathered.

It will be seen also that the railway companies are not the sole offenders, but that the ocean carriers also have a large finger in the pie.

A LAME EXCUSE.

THOSE opposed to a reform, but lacking the courage to show which side they are on, usually take refuge behind an excuse: Their wife's mother may lay sick of a fever and they must needs be on hand to see the poor soul receive attention; or they have not had time to look into the matter, when at the same time the matter has been before the public nearly long enough to qualify it to exercise the franchise. These are a sample of a hundred and one excuses that are, in effect, advanced.

The other day when Mr. Martin's Insolvency Bill was receiving the attention of the House of Commons, the excuse advanced why it should not pass was that the measure should have emanated from the Government and not from a private member.

This excuse would have been clothed with some semblance of reason had the Government intimated that it proposed introducing such a measure.

Not only is there no such intimation, but there is not even the barest hope that this is possible this year, next year, or, in fact, ever.

Under such circumstances Mr. Martin was fully warranted in introducing his bill. He

evidently recognizes the need there is for an insolvency law covering the Dominion. Therefore, he would not have been doing his duty had he not brought down the measure in question.

HARDWARE AND METAL has no hope of the bill being adopted, nor in all likelihood has the author of it. But Mr. Martin is to be commended for reviving interest in the question, forlorn hope and all as he may be leading. It is to be hoped that when the bill comes up for its second reading Mr. Martin will divide the House, so that the business men of the country may at least know who are for them and who against.

The necessity for an insolvency law is perhaps not as great as it was a few years ago: some of the provinces in which the law was most lax have been gathering up the loose ends. But that does not do away with the necessity for a law that will be the same in Halifax as in Victoria, or vice versa.

The plea that a Dominion insolvency law would be a species of class legislation, while true in part, is none the less weak and absurd: The Acts relating to banking, railways, seamen, are just as much of the class character, and yet we never remember hearing the charge of class legislation preferred against them.

Taken in its broadest sense, these Acts are for the public good. And so would be an insolvency law. In fact, as long as we are without such law there are certain classes that do, under existing conditions, enjoy special privileges.

With a law like unto that introduced in the Senate two years ago by Sir Mackenzie Bowell—and Mr. Martin's is constructed on the same lines—protection would be afforded the debtor as well as the creditor class. Any measure that did not do so would not receive the support of HARDWARE & METAL.

An uniform insolvency law for the Dominion would tend to strengthen the credit of the country, for as long as this law is lacking, there are manufacturers and merchants, both at home and abroad, who are precluded, through laxity in the laws, from pushing business in some parts of Canada to the extent they otherwise would. Obviously, this hindrance to trade, small or great as it may be, should not be allowed to obtain when it is quite possible to remove it.

NAILS HIGHER IN THE STATES.

The manufacturers of cut and wire nails in the United States have decided to advance prices. The advance is 15 cents per keg on both kinds, and the change goes into effect March 1.

The change has had the effect of stimulating business materially, and it is anticipated that the sales for February will be larger than those for the three previous months combined.

The present price on cut nails, f.o.b. Pittsburgh, is \$2 in carload lots and \$2 10 for less

quantities. The quotation for wire nails, f.o.b. Pittsburgh, is \$2.25 in carload lots and \$2.35 in less quantities. For March shipment these quotations will be 15c. higher all round.

LINSEED OIL DEALERS BURYING THE HATCHET.

NOTWITHSTANDING the unsatisfactory termination of the meeting held in Toronto last week for the purpose of trying to form an association for governing the wholesale selling price of linseed oil, it is quite likely the desideratum sought will be obtained, and that before many days, those in favor of such an organization having been busy doing missionary work during the week.

When the jobbers met in the Rossin House on Thursday, the 6th inst., the particular bone of contention was as to whether or not turpentine should be included in the proposed association, one or two dealers in this article being desirous of being allowed a free hand in regard to the sale thereof.

Anxious as were some of the jobbers to form an association on linseed oil, they declared that the organization must include both turpentine and linseed oil or none at all. It was because the proposition did not secure the approval of all present that the meeting last week adjourned without having accomplished the object for which it was called.

As a result, however, of the further negotiations that have been carried on during the past week, there is at the moment every prospect of an association being formed, which will govern the price of turpentine as well as that of linseed oil.

The agreement governing the association will be much the same as that which existed under the organization which dissolved a couple of years ago.

Toronto, Hamilton, London and Guelph will be competitive points. Places outside these cities will be charged two cents per gallon more.

The price at which linseed oil and turpentine will be sold will be fixed by what is to be known as the price committee, which will meet every week for that purpose.

It is claimed that only some unforeseen hitch will now prevent the immediate formation of the association.

In the meantime the linseed oil market continues to gather strength: Prices in England are firm, and the Canadian crushers are asking half-cent per gallon more for future delivery than they were a week ago, making a total advance of one cent within seven days. The Canadian crushers will not book for present delivery.

In consequence of the strength of the market both at home and abroad, together with the probability of an association being formed, there is not as much disposition to cut prices among the Toronto dealers as there was, for while some are still quoting

49c. for raw and 52c. for boiled, others have advanced their views one cent per gallon.

Said a dealer to HARDWARE AND METAL: "There is great grief amongst some of the local jobbers who were instrumental in bringing about the late foolish cutting in linseed oil. After forcing rates and booking ahead they now find themselves with impoverished stocks on a rising market. English holders are very firm and demanding more money, while the main source of supply in Canada has none to offer, being well engaged up the May next. In the melodrama one is apt to hear the appeal 'I've lost me cheeld! Give me back me cheeld!' On the paint and oil exchange the wail now is 'I've lost me oil; give me back me oil!' Moral—Don't throw away good standard goods to cut out 'the other fellow.'"

THE IMPORT GLASS TRADE.

IN spite of the firmness of glass in the primary markets, prices for import orders, at least as far as the first break is concerned, are anything but uniform, every jobber seemingly having a different opinion as to what the figure shall be.

The ruling figures appear to be \$2.10 to \$2.15 for first break, net 30 days. But, on the other hand, HARDWARE AND METAL is aware of orders being booked as low as \$2. Those, however, who have been accepting business at the minimum figure emphasize the fact that it has been for prime orders. In other words, the specifications have been submitted before quotations were given.

It should be noted, however, that those quoting \$2 for prime orders quote the same for second break, namely, \$2.30, as the houses that demand \$2.10 to \$2.15 for the first break. In fact, in some instances they ask 10c. more.

The import business this year is in some respects different from its predecessors. In the first place it has been later in beginning. But one of the most peculiar features regarding it is the fact that retailers have been coming to the jobbers asking for quotations, sending at the same time, in many instances, specifications. This is an unusual thing, the rule heretofore being that the wholesaler was chasing the retailer. As one dealer remarked to HARDWARE AND METAL, the "Mountain has been coming to Mahomet, instead of Mahomet going to the Mountain." The explanation advanced for this is that the upward tendency of prices in the primary markets has tended to cause jobbers to be less anxious than usual to push business early in the season.

Prices are about 20 to 25 per cent. higher than a year ago at this time.

The import business shows some improvement, but up to the present it is much less in volume than in was up to this time last year, and the time is nearing a close when orders can be booked for shipment by the early steamers. Although business was late in opening up, the trade anticipate that the import trade will be later in closing than usual.

ORGANIZATION CONSUMMATED.

THE RETAIL HARDWARE, STOVE AND TINWARE DEALERS OF THE COUNTIES OF WELLINGTON, PERTH, BRUCE AND HURON MEET IN PALMERSTON AND FORM AN ASSOCIATION—ANOTHER MEETING MARCH 26.

AS was announced in *HARDWARE AND METAL* a few weeks ago, there was a meeting of retail dealers in hardware, stoves and tinware at Palmerston on Tuesday, February 11. Owing to the blocking of the trains in all directions, there was not as large a meeting as had been expected. Many who had signified their intention of being present were kept away by the storm.

Those present were: Messrs. D. C. Taylor, Lucknow; S. Bricker, Listowel; Wm. Lynch and W. J. Falconer, Palmerston; T. W. Davis, Ripley; Thos. Lawrence, Lucknow; Jas. A. Turnbull, Brussels. Mr. Kyle, a former hardwareman, was present by invitation. On motion of Mr. Bricker, seconded by Mr. Lynch, Mr. Taylor was appointed chairman of the meeting.

Mr. Taylor, in his introductory remarks, outlined in brief the objects of the meeting. He spoke strongly of the good results which would accrue from the friendly meeting of men in the same line of business. They would get to know one another, feel confidence in one another, and get new ideas about their own trade. Another object of the meeting was to resist encroachments on the legitimate retail hardware trade. Mr. Taylor spoke in very strong terms of the actions of a certain class of "jobbers," who get the best prices they can from the manufacturers, then send out their catalogues broadcast through the country, selling to the farmer at almost wholesale prices, and underselling the retail men at their very doors, while at the same time they carry no stock. If some plan were devised by which such practices as these could be done away with, then the meeting had not been in vain. Mr. Taylor suggested the immediate formation of an organization, with a president, a vice-president, a secretary, a treasurer, and a board of directors of three members. By such an organization the retail dealers would have a knowledge of what was going on, and know those manufacturers who persisted in keeping alive these parasites of healthy retail trade.

Letters were read from Mr. J. Sutherland, Walkerton, and Mr. John Munro, Fergus, stating their inability to be present, and expressing their warmest sympathy with the movement.

Mr. Lynch emphasized the good arising from such a meeting and such an organization, from the friendly talk on matters of trade among men who were, to a certain degree, competitors. He also stated that the cutting of prices, already referred to, was most hurtful in staple goods.

The objects of the meeting were then

spoken of by Mr. Bricker. He spoke of the cutting of prices and the extent to which it was carried, giving examples from his own experience. After an association was formed he thought one of the first things to be done was to establish rates in staple goods and stick to them, because at present, with no fixed rates, one undersold the other, until there was no profit left. In regard to the jobbers already alluded to, he thought the only plan was to have an organization strong enough to control the whole district.

Mr. Davis agreed with what Mr. Bricker had said. He thought each one was benefited by an informal talk on matters of trade.

Mr. Turnbull thought the trouble was not wholly with the dealer. In many cases false reports were brought by customers.

The chairman then asked for Mr. Kyle's opinion of the matter. Mr. Kyle was much pleased with the spirit of the meeting. He thought this association was along the right track. The best results could not be got at once, but after getting thoroughly acquainted by frequent meetings, the members would be in a better position to deal with the question of rates.

Mr. Bricker spoke in strong terms of some of the "jobbing" firms. The only way to weed them out is to have a strong organization so that the manufacturers would see that it was to their interest to refuse to deal with such firms. These firms had men out through the country dealing with the farmer and underselling the retail dealers. It might be possible (for the dealers) to canvass the customers and beat these men out, compelling them to give up selling to the consumer, and to sell to the trade only. Mr. Bricker thought, however, that many of the dealers' grievances were due to themselves.

Mr. Lynch pointed out that the wholesale prices were alike, and asked why the retailers could not have fixed rates.

Mr. Bricker thought the first thing was to get as many men in the organization as possible. This could be accomplished by sending a man round to see the retailers personally and show them the advantages of the association. Then they would be in a position to interview the wholesale men and manufacturers in regard to selling to jobbing firms.

All present spoke in favor of a personal canvass of the retail dealers in the district, so that at the next meeting there would be a good representation of the hardware, stove and tinware dealers of that district.

Mr. Kyle considered the trade ripe for the association. He had heard several speaking of it, and one dealer offered a good large

contribution in case such an association were formed.

After further discussion along the same line, an organization was formed called the Ontario Retail Hardware, Stove and Tinware Dealers' Association. On consideration it was deemed advisable to appoint some of the officers immediately. The following officers were then appointed:

President—D. C. Taylor.

Vice-President—S. Bricker.

Secretary-Treasurer—W. J. Falconer.

The Board of Directors will be appointed at next meeting. The annual fee was fixed at \$2.

The president and vice-president were deputed to canvass the retail dealers of the district, so as to have a good representation at next meeting, which is to be held at Palmerston, March 26.

The best of feeling was displayed throughout the meeting, and, though oftentimes opinions differed about details, in the principle all were united. This points of itself to a successful association which will wield a great influence. It cannot be too emphatically stated that all through the meeting, and in private talk afterwards, the aim in view was not a combine to raise prices, but a protective association against "jobbing" and cutting in prices.

At the conclusion of the meeting those present expressed their approval and appreciation of the work done by *HARDWARE AND METAL* in promoting better methods in trade. "Its articles have been appropriate and helpful," remarked, in effect, several of those present.

PAINT WORKS FIRE.

The Island City Paint Works, 274 and 278 St. Patrick street, Montreal, suffered severely from fire last week. Before the fire was subdued it had done damage amounting to about \$75,000. The building was valued at \$25,000, and the stock \$60,000, on which there was an insurance of \$25,000, distributed among a dozen companies.

No light can be thrown on the origin of the fire, other than the usual one applied to such cases—spontaneous combustion. A small blaze was first noticed in the western end of the building, which is a three-storey brick one, but, owing to the inflammable nature of the material, by the time the brigade arrived it was found necessary to send in a second alarm. The building was one mass of seething flames, and it was with the greatest difficulty that the firemen succeeded in confining it to the Island City Works. By eight o'clock the men were able to depart, having fought one of the most difficult blazes to handle since winter set in.

Shareholders of the Commercial Bank of Winnipeg have been called on for 50 per cent. of their double liability.

DROPS FROM THE EDITOR'S PEN.

Work without system is like machinery without oil.

The three days of grace have saved many a merchant from disgrace.

Soon deprived of customers is he who strives for inordinate profits.

In business, as well as in a race, it is well to keep your eye on your competitor.

Although selling is an art, the efficient salesman may not necessarily be an artist.

A merchant cannot afford to work always any more than he can afford to play always.

There appears to be a grand stirring up of old bones on the Grand Trunk these days.

He who has an eye for business possesses the key that opens the door leading to success.

A dark and dingy store, like a man with a dark countenance, is often viewed with suspicion.

Acknowledge a fault. By "eating the leek" a merchant is saved from swallowing his manhood.

Inconsistency in the weather may be a part of the plan of nature, but inconsistency in man never.

Indispensable as system is in order to success in business, yet it can be followed to deleteriousness.

Don't be pedantic. The pedant, like the man with leprosy, is shunned by ordinary mortals.

It is well to have friends; but the germ of success is within ourselves and not the gift of our friends.

Man, like the chick in the shell, must depend upon his own energies for working his way into the world.

He who sacrifices prices in order to gain business may be said to be sacrificing himself to the God of Ambition.

In renting a store the determining factor should not be so much a matter of amount of rent as compatibility of situation.

The doctrine that a man cannot be both honest and successful in business is palatable only to those devoid of conscience.

The proprietors of the big stores in Paris, France, are conceded special passenger rates by the railways, and Parliament has reduced their licenses 45 per cent. Small

dealers in this country have reason to be thankful that they are not as their brethren in the French capital.

A receipt is a recipe against irritation, litigation and other complaints which may arise subsequent to the payment of an account.

Dollars are often made by reading one issue of a live trade paper; and yet there are merchants who begrudge two dollars for fifty-two issues.

Ignorance may abound, but it is not thick enough to hide from ultimate discovery he who essays to live on the incredulity of his customers.

Minnesota has laid claim to one of our islands in the Rainy River. There appears to be no boundary to the boundary disputes of this continent.

The average wife claims equality with her husband in all things except the payment of debts. This anomalous exception the law should remove. Let woman have her rights to the full.

He who while looking for business pulleth his advertisement from the newspaper column is like unto him who putteth his lamp under a bushel when searching for a gem which he hath lost.

Valuable and all as this discovery of photography may be for locating diseases in the human body, yet we shall still have to look in a man's face to learn whether his heart be good or not.

If the same energy and ingenuity were displayed in "fishing" for business as there is in fishing for speckled trout there would be more successful merchants in the country than there are to-day.

I have heard young physicians advised to have the appearance of being busy, whether they were or not; and I don't know that the same advice would be inapplicable to the case of young merchants as well.

Important as are commercial matters, yet, in our laudation of the discoveries of science, we often overlook developments in commerce. Five years ago Manitoba was an importer of dairy products; last year she was an exporter of these products to the value of six millions of dollars. And yet we have said little about it, while very few Canadians are even conversant with the fact.

VIRDEN BOARD OF TRADE.

At the annual meeting of the Virden, Man., Board of Trade the following were the officers elected: A. Merrick, president; J. F. Frame, vice-president; George H. Healey, secretary-treasurer. Council—Messrs. W. J. Wilcox, W. H. Hall, Kennedy, B. Meek, R. E. Turnbull, D. Fraser, J. H. Agnew, D.

McDonald, J. A. Schuman, Jas. Rothnie, H. C. Simpson and J. W. Higginbotham; auditor, D. McDonald.

"The Virden Board of Trade is a live corporation that has done much to advance the interests of its particular district, and the town of Virden is to be congratulated on the fact that it again starts the new year under such favorable auspices," says the Virden correspondent of The Winnipeg Free Press.

OLD FLINT-LOCKS SALABLE.

There is a steady demand and a regular market price for old flint-lock guns and dueling pistols in this town, and not long ago one dealer imported a lot of flint-locks that have seen service in various parts of the world. They were originally the property of the United States Government. When flint-locks were discarded by our troops these guns were sold to Belgium. The U. S. A. stamp was ground off, and Belgium later sent them to Africa, where they saw service on the west coast. But Africa soon outgrew flint-locks, and the guns were sent back to Europe, where they were condemned. Some of them were remodeled to percussion cap guns, and not a few of them were sold to dealers in antiques. One such dealer in this city said yesterday: "I have bought a lot of these flints, and they are in as good condition now as they were 40 years ago. They are worth from \$7 to \$15 apiece, and the demand for them is strong. What are they used for? Why, for decorative purposes mostly. Flint-lock guns are easier to get than old dueling pistols. A very ordinary pair of such pistols is now worth from \$10 to \$15. It would almost pay now to reproduce dueling pistols, as they do antique furniture." —New York Sun.

BACKGROUND FOR DISPLAYS OF STEEL.

No one has ever been able to find a better background for displaying bright steel goods than that furnished by jet black woolen cloth, says a writer in Hardware and Stoves Reporter. A white background kills the effect to a great extent, and red and other colors do not throw the goods into relief as does black. Other metal finishes—bronze, for instance—do not show well on black, but it is pre-eminently the background for bright steel. Black cambric is sometimes used, but the dead finish of black woolen cloth is far the best. There is still another reason for its use. It is to a great extent impervious to moisture and prevents the dampness of sweating window walls from penetrating to and rusting the goods displayed. Additional protection is secured by some hardware window dressers by first covering the back or side of the window with cotton batting, and then fastening the woolen cloth over the batting. This protects the goods sufficiently in summer. In winter, when the goods are subjected to frost, it is best to use some good rust preventive on the steel goods. Some find a preparation of beeswax and alcohol to be the best. When the goods are taken out of the window this coating should be scraped off with a sharpened piece of pine, as a metal knife will scratch the goods.

All the Hamilton smelting works stock has been subscribed for.

TRADE CHAT.

VANTUYL & FAIRBANK, of Peterolea, are getting their magnificent new hardware store into something like order.

Truro, N.S., Board of Trade has 100 members.

The Central Bridge Works at Peterboro' have just completed a 450-foot bridge at Tusket, N.S., for the Coast Line Railway.

The hardware store of John Clark at Berwick was discovered to be on fire recently and in a short time was consumed. Mr. Clark had \$1,200 insurance on the store, but none on the stock.

The employees of the Hobbs Manufacturing Co., London, Ont., presented Arthur (Dec.) Sippi with a beautiful silver tea service on the occasion of his marriage, evidencing the esteem in which Doc. is held by his fellow employees.

The whole eastern coast of Newfoundland is blocked with ice from Cape Bonavista to Cape Race. St. John's harbor has been cut off for ten days from the outside world. There is a whole fleet of shipping outside waiting a chance to enter.

A. A. Hayward, manager of the Golden Lode mine, South Uplacke, brought into Halifax the other night a brick of gold weighing 221 ounces, the product of 27 tons of quartz mined there during the last three weeks of January.

An old resident and pioneer business man of Ingersoll died the other morning in the person of Mr. James M. Wilson. Deceased was born in Aberdeenshire, Scotland, in 1837, and came to Ingersoll in 1859.

Work has been commenced on a new brick blacksmith shop and implement ware-room on Christina street, Sarnia, for Carlyle Yeates. The new building will occupy the property covered by the Rogers Marble Works.

From 15,000 to 19,000 railway cars per month have passed through the St. Clair tunnel during the past year. The smallest number was in July, 14,889; the largest was in March, 19,514. The total was 212,265, equal to 678 cars per day, or 28 cars per hour, night and day the year round.

Notice has been received by the Hamilton city clerk that the Hamilton Iron and Steel Co. is applying to the Commissioner of Crown Lands for a patent of the water lots in front of the smelting works property.

The Dominion Gold Mining and Reduction Co. on Thursday waited upon the Ontario Government, in Toronto, and asked for a bonus of \$2,000 per annum for five years, to enable them to run their reduction works at Rat Portage for a custom mill.

The collections at the London Custom House for the year ending Dec. 31, 1895, were \$507,547.26, the amount collected for the first six months being \$258,930.68, and

for the six months ending Dec. 31, \$248,616.58. The collections for 1894 were \$442,281.86, showing an increase for 1895 of \$65,265.40. A considerable portion is due to the increased tax on sugar.

For the week ending Feb. 7 the C.P.R. traffic receipts were \$353,000, an increase of \$122,000 over the corresponding week of last year. The company has a surplus of \$1,374,385 for 1895, and out of this declares a dividend of 2 per cent. on the preference stock for the half year, and 1½ per cent. on the common stock for the year 1895.

The exports from St. John during January were \$545,000, compared with \$162,000 in January, 1895, and \$116,000 in January, 1894. The figures do not include any of the American flour or other foreign goods, or any Canadian goods entered at Montreal or other Custom houses before being forwarded to this port for export.

Mr. John McFee, manager for the Chandos Mining Company, has sent a carload of copper ore from their mine in Chandos, Peterborough County, to a reduction works at Waverly, New Jersey, for quantitative assay on a large scale. The ore is copper sulphonets, apparently of great richness.

There has lately been much speculative gossip concerning camphor, its source of supply, methods of production, etc. Much of this comment has arisen from the operations of a syndicate, said to have its headquarters in London, which is reputed to be

preparing to corner the market. Refined camphor, refined quality, sold at 34c. a lb. a year ago, since which time it has brought 64c. It is now quoted at 59c., the decline from the higher figure being attributed to the bearing of the market by the syndicate. Most of the crude camphor of commerce is grown in Japan and Formosa.

The Maritime Nail Works at the north end St. John, N. B., are in operation. There are nine wire nail making machines running and seven more are to be put in. Machinery for the manufacture of horse nails and tacks will be introduced as soon as the full complement of wire nail machines is in position.

The latest news from Athabasca Landing is that no oil will be found there. At the moment there is 65 per cent. salt in the well bored there. An offer has been received at Fort Saskatchewan from an expert to go down 1,000 feet for nothing unless he finds oil at or within said distance. He is positive that oil can be got within a radius of twenty miles of Edmonton. — Calgary Herald.

The test of the Hamilton iron from the smelting works at the Tilden-Gurney foundry has been quite successful. The iron used was known as No. 2 grade, and the moulders informed Mr. Tilden that it was the softest they had handled for more than a year. This is the kind best suited for stove-work. Superintendent Dowd guarantees the durability of the iron. The success of the test is particularly satisfactory, as in other new smelting works six months have elapsed before marketable pig iron was turned out.

SMOKELESS
SS
EQUALIZED
HARDENED
WATERPROOF

SMOKELESS SPORTING POWDER
BEST IN THE WORLD

TRADE MARK

FOR GAME OR TRAP SHOOTING [S.S.] POWDER STANDS UNRIVALLED
Anyone can load it. Always the same.

MANAGERS FOR CANADA
LEWIS BROS. & CO.
30 St. Sulpice St.
MONTREAL, - QUE.

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

HISTORY OF IRON CASTING.

At the general meeting of the German Iron Founders' Association, held in Wiesbaden, Dr. L. Beck, of Biebrich, read a paper on the history of iron casting, in which he observed that the first find of metal was a piece of iron which was discovered in the foundation of an Egyptian pyramid, and must have dated from more than 3,000 years before the Christian era. The knowledge of cast iron, he continued, is comparatively recent; in olden times only wrought iron was obtained from the ore, as indeed it still is in Asia and Africa. However skilful may have been the ancients in producing pig iron, the knowledge of cast iron only dates from the beginning of the 15th century, and is first mentioned in the archives of Lille. The practical application of cast iron begins at the period when water power superseded manual labor for blowing the bellows. The art of moulding only required the transition from pig iron to cast iron. Besides cannons, cannon balls were cast to replace the old stone projectiles; and their molds were made of gypsum. The casting of iron directly from the blast furnace

gradually opened up a wide field of applications. In 1685 the first cast iron pipes were used for the water service of Versailles, followed by screwed and flanged pipes. In 1708 the Quaker Darby patented the system of box casting, and in the following year started the famous Coalbrookdale Foundry, which in 1780 turned out the first cast iron bridge. About the same time malleable cast iron was invented in France, and was much advanced by Reaumur, who also perfected the portable shaft furnaces (Schachtofchen), which must be regarded as the forerunners of the Bessemer converter, and by means of which the casting of iron was emancipated from the blast furnace process. The English cupolas, first mentioned in 1764, were, observes the author, of German origin; and the invention of the steam engine gave fresh impetus to iron casting for the production of dense cast iron cylinders.

HAMILTON GOSSIP.

Mr. Whitwam, who was a partner and the buyer for the Hamilton Hardware Co., has, it is stated, severed his connection with this firm, and is about to go on the road for a

western jobbing house. Mr. Whitwam, it will be remembered, was a partner in the firm of Black & Whitwam, afterwards Whitwam & Swanson, and this latter was fused, jointly with Ferres & Co., into the Hamilton Hardware Co. We are given to understand that in addition to Mr. Hersee, who has acquired a large interest in this concern, the services of Messrs. Baker and Ball are still retained, and the business will go on as usual.

It is reported Mr. Swanson has gone into the insurance business in this city.

It is expected that business will be tolerably brisk in Hamilton this spring, as there is a fair demand for builders' supplies.

The Richmond, Que., Board of Trade have elected these officers for the ensuing year: W. L. Ball, president; A. J. Hudon, vice-president; E. F. Cleveland, secretary-treasurer; Council, Jas. Alexander, E. S. Bernard, J. A. Charron, Wm. Davis, W. E. Jones, R. F. McKee, J. C. Sutherland, H. P. Wales, W. J. Woodburn, S. McMorine; Board of Arbitration, E. H. Armitage, E. S. Bernard, C. Campbell, W. Davis, L. Jutras, S. McMorine, R. F. McKee, T. D. Newell, F. Smith, R. Sullivan, A. J. Taylor, W. J. Woodburn.

Paris Green

Berger's and Canadian.

Bug Killer

(Substitute for Paris Green).
Effective and More Economical.

Sulphate of Copper

(Blue Vitriol).

Alabastine

The only Permanent Wall Coating.

Jellstone

A Cold Water Kalsomine.

Glass, Painters' Materials, etc.

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

PARCELING GOODS.

THE following is the second of a series of articles that has appeared in Hardwareman on the subject of parceling goods:

"It will be remarked that there is a wide difference in the methods of treating goods for stock and those for a customer; the former require provision to be made for frequent opening and tying up, whilst, except in a few cases, the latter are opened once, and then the wrapper is done with; consequently, the former need the use of a stout paper, and of such texture and color that it can be easily and legibly written upon. With articles of a long description, such as stair rods, long bolts and nuts, and heavy iron bolts, a very secure parcel can be made by tying the articles together at each end before finally papering them up. Cornice

poles and cased tubing are covered by long strips of paper wound spirally around them. It is a ticklish business to paper up a watering can or a copper kettle, so that a customer may not feel embarrassed at carrying it. To know how to do this requires to see it actually done by a competent person; it is difficult to describe the process clearly. It is fairly

well known, I think, that cutlery paper has to be specially prepared by being stove-dried to drive out all trace of moisture; therefore, one should never use the ordinary lapping paper for bright steel goods of this class, nor for any other goods that would be liable to be affected by damp. Electro-plate is always snugly wrapped in soft white tissue paper, and in some cases the outer paper has a coating of resin on its inside surface. Where two or more dish covers are in the one paper, a layer of wadding should be placed between each to prevent injury by abrasion. China and glass goods require to be papered each article in tissue to avoid breakage, and it is becoming more customary to pack these in cardboard boxes. Delicate articles, like paper and silk candle shades, are best in boxes, and with a conical shape of cardboard on which to rest the

shades so that they may not get crushed; when serving a lady with a pair of these, if no box is at hand in which to pack them, they may be neatly wrapped with tissue paper and fastened with ordinary pins, as they will not bear tying. It is permissible with small articles to roll them in paper and merely give the ends a twist, but wherever it appears awkward for a customer to carry a parcel done up in such a fashion twine should be used, and a neat loop left for the finger, or, better still, a parcel-carrier, or slip of leather, or other material having a hook at each end, may be used.

"I have before mentioned that it is sometimes aggravating to a customer to be compelled to wait longer than he thinks necessary, all the while watching the efforts of a clumsy assistant who is trying to make up

When putting screws to anything always secure them in a separate piece of paper and not dump them in loosely—a customer does not like to carry a parcel which excites curiosity by a mysterious rattling sound inside; besides, if there happens to be a small hole in the paper the screws will all drop out.

"Be particular in making always a secure knot; it is most annoying to a customer when he catches hold of a parcel by the cord and the latter slips at the knot, distributing his things, literally, 'all over the shop,' and perhaps breaking some. If he loses his train or an appointment by this you may be pretty certain he will resolve not to visit your place again in a hurry.

"If the old school of ironmongers are condemned for being too conservative, they at least believe in having their goods properly

made up in well-formed parcels, placed squarely on their shelves, and with the patterns tied on over a small diamond-shaped piece of colored paper, and all facing one way. Woe to the assistant who was negligent in making a good 'face' on his parcels, or who dared to put back on the shelves one with the paper torn or jagged. Though I by no means regret the adoption of cardboard boxes

for many articles of our stock, but, on the contrary, consider them a great benefit, yet I am sure many of us do not give as much attention to the ordinary work of parceling up as we ought to."



A VIEW IN THE HARBOR OF ST. JOHN, N.B.

his parcel. Even if the assistant gets a trifle confused by an unexpected difficulty cropping up or the twine breaking just when he had almost finished, he should appear to make light of it and endeavor to keep his customer in conversation so as to divert his attention; a friendly remark, even if it does not interest your customer very much, may at least have the effect of preventing him feeling the delay.

"If your customer, especially if it be a lady, have other packages in her hand, always make a polite offer to parcel them all together.

"Never use newspaper for outside wrapping; it looks as if you cannot afford anything better. And if you do use any as lining paper, or for small things, for goodness sake take care that it is not any portion of The Hardwareman or any other trade paper!

WIRE NAILS

WIRE - TACKS

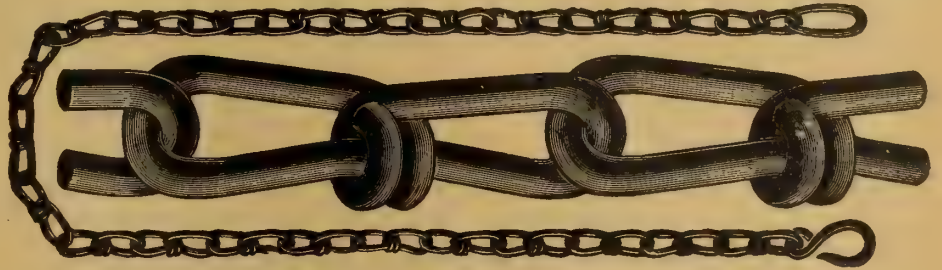
Ontario Tack Co.

HAMILTON

THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE

PATENT BLUE TEMPERED
STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE SLEUTH OF THE COUNTER.

AMONG the people who never die and never reform are a certain class who are continually on the scent for sharp trading and bargain making, says a writer in Age of Steel. Nothing escapes the nose of these sleuths of the counter. It is keen and irrepressible. It is found in everything and everywhere, in the store and the open market, in the purchase of a plow or a paper of pins, a keg of nails or a coffee pot. It travels from store to store. It invades a dozen counters in search for a single article. Shelves are unloaded at its bidding, packages are disembowelled, clerks perspire, private swearing is heard by the mouse behind the counter, and the end is a dispute as to value, and no sale except at a loss.

Now, while it is eminently proper for every purchaser to make the best use of a penny or a five-dollar bill, and it is his undeniable right to wear up as much shoe leather as he pleases in a search for the best article at the lowest price, it ceases to be either business or virtue when the object is to compel a merchant to undersell his goods to please a man who wants to get more than

he pays for. It is needless to say that such people are neither few nor rare. They are known in every store, and crowd every market. In fact, they are so numerous that the average merchant has to carry two prices for one article, and to keep his piety from suffering with his pocket has to ask the higher price as an easy let-down to what seems a sacrifice. By this means he keeps himself from being skinned alive, and his bare bones from being turned over to the sheriff. It is, nevertheless, a fact that many financial skeletons of this kind are the results of underselling, compelled by the class of people who could never enjoy a new-laid egg, or find comfort in a pair of mittens, were it not for the pleasure found in beating down the price.

It is not to forgotten, however, that in many cases, dealers have themselves to blame for this raid on living prices. They play fast and loose with values. The chalk figures on a coal hod and the tongue of the dealer are not always reliable. In fact, they lie. The result of this is, a generally wide-spread opinion that first figures are fraudulent, and that bidding them down is

simply self-protection. It is not likely that these tricks of trade will ever be abolished, so long as men vary in their business morals as they do in the size of their boots or the color of their hair. It is comforting, however, to know that, though those vices, or follies, as you may please to call them, are more numerous than healthy, they are exceptions and not the rule. It is a case of warts and not leprosy.

Business men are not necessarily rogues, nor are their patrons all skinflints, nor are prices always frauds, nor the purchasers always victims. Men, as a rule, wish to do what is fair both in buying and selling. Character counts on both sides of a counter, always has and always will. The honest dealer and the honest customer are the related sections of the business spine. The man of many prices, and the man of none, are, on the other hand, the pests of trade. Perhaps the one would be less foolish if the other was less numerous, but as it is, there are too many of both. If, by any means, the sleuth of the counter could be convinced that by forcing prices below their cost value and securing more goods than his money pays for he is picking somebody's pocket, an unfair bargain might lose its charm. As it is, they eat the egg and laugh at the hen.

All Changes Are Not Improvements

But the changes we have adopted in our '96 patterns were only decided on after costly and exhaustive experimenting by expert mechanics, so that we are sure of their merits. In producing our new models we aimed that they should be **GOOD**, first and always; and secondly, **CHEAP** as possible. Our prices will convince you that we have attained both objects.

WE WANT RELIABLE AGENTS EVERYWHERE.

SEND FOR OUR CATALOGUE, JUST OUT.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

TO PRESERVE THE HEAT IN INGOT.

DAILY press reports recently mentioned an invention introduced by Mr. C. Lewis, of Lorain, O., for the better working of steel ingots. The means he employs is an "accumulator," the operation of which he describes as follows in a communication to The American Manufacturer:

"When the mold is removed from the ingot, the latter being exposed to the cold air, of course the contraction begins at once, while expansion is as actively at work from the molten metal in the centre of the ingot. One of the evils arising from a conflict of this kind is the loss of a large amount of heat which must be recreated before the ingot can be rolled into a shape or plate of any character. This, under the present system, is supplied by gas in soaking pits or heating furnaces. If through improper combustion or unequal distribution of heat from it, the ingot is not heated in all parts alike, the shape or other material made from it will be imperfect to a greater or less extent. When an ingot passes through the rolls, if one side is hotter than another, the hot part will draw faster than the cold one, and in consequence the bloom will turn and twist by rolling. This produces a fracture in the fibre of the steel. Continuous working increases the damage, until the shape is wholly or partly spoiled.

"Another evil is that the centre of the ingot being so much hotter than the outer surface, the soft part will buckle in the rolls by being crowded together in a lump which the rolls refuse to take. As a result of the instant stopping of the rolls, while the engine continues forward, the rolls being weaker, break.

"With the sudden contraction of the ingot from exposure when the mold is lifted from it, the pores of the outer surface become closed. This prevents the escape of a large amount of sulphur and gas, which is carried to the centre when poured, and this can only be eliminated by the manipulation of the "bloom" in the rolls. Its escape then rarely occurs without serious damage to the shape or plate being rolled. The unequally heated ingot also requires a large excess of steam power to drive the rolls, and adds largely to the wear and tear of rolls and machinery. These evils, arising from the unequally heated ingot, come from causes almost beyond human control. Further, if a number of ingots are placed in a soaking pit they will generate heat from each other, consequently the two surfaces which are not confronted by the surface of others will not contain the same amount of heat, and to that extent will be much more difficult to mold into shape in the rolls.

"Another cause for an imperfectly heated ingot is the human element in the operation. No matter how skilled a man may be as a workman, it requires something more reli-

able than the judgment of man to determine the proper working condition of steel. "To err is human," and in this case, as in many others, it has been demonstrated beyond question that natural or mechanical means are the only safe and reliable methods by which difficulties of this character may be profitably and successfully overcome.

"For the evils above enumerated I offer a remedy, which is inexpensive, effective and infallible. It will do what the most skillful mechanic is unable to do. In the first place, it will utilize the necessary amount of heat concentrated in the ingot when it is formed in the mold. It will prevent the loss of heat from exposure of the outer surface of the ingot to the cold air, and instead of employing means to supply an unnecessary heat, it will employ the surplus from the centre of the ingot and thus make the heat uniform in all parts. It will save an immense amount of steam power to roll the steel. On extracting the heat from the centre it will open the pores of the steel and thus eliminate the sulphur and gas. By giving to the ingot a uniform heat the steel will work evenly and smoothly, preserving the fibre in a sound and uniform condition. It will prevent the steel from buckling, and thus save a jerk or "backlash" so called, which ends almost invariably in breaking rolls. It will save an immense loss in short and defective shapes and plates. It will increase largely the outer surface or skin of the ingot, thus adding to the wearing of shapes and to the resisting powers of armour and other plates. It will dispense with soaking pits and furnaces, and all the expenses incident thereto. In short, it will reduce the outfit of a steel plant to a converter and a finishing train of rolls.

"To accomplish these ends I use a shell of wrought iron or cast iron which I denominate an accumulator. I put it over the mold before or after the ingot is poured. When the ingot has been taken off, I put on the cap of the accumulator. The accumulator and cap are lined with fire brick, 4½ inches or more in thickness. A space of six or eight inches intervenes between every part of the ingot and the accumulator, this being sufficient space to retain the heat which is generated from the centre of the ingot. In this way the heat that the ingot already contains will be utilized for the purpose of giving a uniform heat to all parts of the ingot. A valve is provided for the escape of the gas and sulphur, as they are drawn from the centre. An indicator may also be used if desired, by this means the ingot will be kept confined until heat has been equalized sufficiently to permit of rolling."

A proposed change in the system of taxation has stirred up a big war between Winnipeg's wholesalers and retailers. The latter desire that taxes be imposed according to the valuation of stocks, but the wholesalers want it according to floor space. The floor space tax is at present in vogue.

GOOD BUSINESS RULES.

Lloyd's Commercial Guide gives the following advice to its readers:

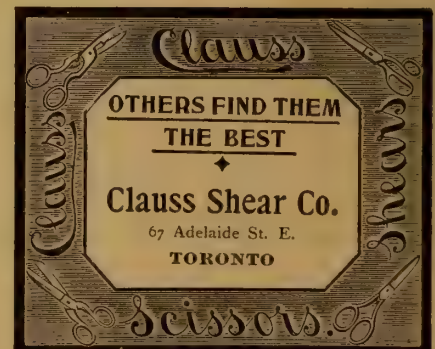
"Never sign a paper without reading it; and if, after reading, you do not understand it, have it thoroughly explained before you put a signature on it. It is best to get some third person, who is not interested in the matter at all, to explain the meaning of what is not clear, or to point out words that may have two meanings in the document.

"Always make a memorandum in your little book of any contract you undertake for money, or any agreement to work. It saves much trouble to keep a memorandum book and put down the date when you either pay or receive money. Whenever money passes on account, set it down. If any money or thing of value goes through your hands, give a receipt for it and make a memorandum. Your receipt settles the amount that passes, and that cannot be disputed. When you pass it to a third party, get a receipt and keep it. This form is as important in the transfer of income, trust money, or valuables among your own family as with other persons.

"Never allow a person to do any service for you without first agreeing upon the cost to you. This rule, strictly adhered to, will save you many annoyances."

LEARNING A BUSINESS.

As a rule the best business men are those who commenced their mercantile career in a very subordinate position, and, by steady application and attention to the duties that devolved upon them, worked their way upward into a place of prominence, says an exchange. A close inquiry into the careers of many business men reveals the fact that the most of them began business as poor boys, and by energy, industry and economy, acquired wealth and influence. Instances are rare in which a young man has begun business at the top and has made a grand success of it. Such instances sometimes occur, but not with great frequency. The quickest way in the world in which a young man can get rid of a fortune is to embark in a business of which he knows nothing and attempts to run it on a large scale.



BARB WIRE IN QUEBEC.

THE manufacturers of barb wire have also decided to make a reduction in the price for the Province of Quebec.

At the meeting held in Toronto a couple of weeks ago, it will be remembered, the price in Ontario was reduced 25c. per 100 pounds, while the figures governing sales in Quebec were left as before.

Since then the matter has been reconsidered, with the result that a reduction of 12½c. per 100 pounds has been ordered, making the price for the Province of Quebec \$3.12½ per 100 pounds.

The improved business in barb wire in the United States, noted last week, has been maintained, although there has been no advance in price, and a little shading has been done, according to Iron Age, on large and attractive orders.

PILLOW - HERSEY CO.'S CHANGES.

Geo. A. MacAgy, secretary of the Pillow & Hersey Manufacturing Company, who is leaving the employ of the company, as noted some time ago in *HARDWARE AND METAL*, after some fifteen years service, was presented on Friday afternoon by his fellow employes with an illuminated address and a handsome gold monogram locket.

Congratulatory speeches were made by several of the employes, and Mr. MacAgy, who was taken entirely by surprise, made a suitable reply, in which he feelingly expressed his regret at parting with his many friends of the company. W. W. Mar, formerly cashier of the Pillow & Hersey Co., succeeds Mr. MacAgy as secretary.

H. M. Blaiklock, late eastern representative for the company, will look after the outside work of the department.

BUILDING PAPER DEARER.

The manufacturers of building paper are in session, and as we go to press we are advised that prices have been fixed as follows: Plain, 50c.; tarred lining, 60c.; tarred felt, \$1.40. These prices are all for carload lots at the mills.

TO GO INTO LIQUIDATION.

E. R. C. Clarkson has been appointed provisional liquidator of the Diehl Manufacturing Company, King street west.

The business was commenced about ten years ago by George L. Diehl and Mrs. McConnell on a capital of \$2,000. In 1891 the capital was increased to \$6,000. On the collapse of the building boom the firm lost heavily, and in December, 1892, made an assignment.

A company was organized a short time afterwards with a capital of \$50,000 and a factory was built on King street. The company consisted of Messrs. G. L. Diehl, H. H. Suydan, T. A. Robinson, C. R. McFarlane and J. A. Diehl. Last August the factory

was burned and the company lost heavily. About eight months ago Mr. Suydan sold out his stock and retired.

The statement of the firm last September showed assets and liabilities nominally the same at \$18,000.

GOOD FOR NORTH GREY.

NORTH Grey is the latest district to come into line with our policy. It proposes to send a successful business man to represent it in Parliament instead of a lawyer, or a professional politician, or someone of that sort—useful possibly in their place but not in Parliament. James McLauchlan, wholesale and retail grocer, biscuit and confectionery manufacturer, of Owen Sound, has received the Conservative nomination for the House of Commons. The constituency is now and has been for years represented by a lawyer, and a very reputable man he is.



JAMES McLAUCLAN.

The time of Parliament is almost entirely taken up with the discussion of business questions. Laws are made to regulate, and action is taken to develop, local and foreign trade. To deal with these questions intelligently it is necessary to have a House composed of experienced business men. This is common sense. When we are ill we consult doctors, not lawyers or blacksmiths, or anyone else. It is true some people do not. They take every old woman's advice and try patent medicines by the score. They are ill for months and spend a hundred or more dollars in various remedies. Finally they consult an able doctor, who charges them \$5, and they are well in a week. A case was discussed in Parliament this week that proves the necessity of having experienced men in everything. The warden's residence, Stoney Mountain Penitentiary, Manitoba, had to be removed. The authorities spent much time and prepared elaborate plans, and it was found that it

would cost \$3,500 to do the work. The Government authorized this expenditure. Among the convicts was a man whose previous life had been devoted to building and contracting. He heard what they were about. He offered to do the work in the way any ordinary every-day builder would for a cash outlay of \$15. He did the work and the country was saved \$3,485.

Those nominated for Parliament should also be successful business men with more than average ability: if they have not made a success of their own affairs it is hardly possible for them to deal with the larger affairs of the country. They should be enterprising and in touch with the times. They should have means enough to enable them to be independent of parties or governments instead of voting against the interests of their constituents on promises of civil service appointments: it is said 33 members of the present House are after positions: they jump when the Government pulls the string. Their business must be in such a position that their prolonged absence and constant neglect will not seriously affect its earnings: to let their business suffer is unfair to themselves and their families, and unjust to their creditors. They should be men of unimpeachable reputation. Training in municipal politics is often a decided advantage: it brings them into closer touch with all classes of people.

Mr. McLauchlan has all the elements of a capable representative. He is well off. He has a good business, which is now largely controlled by his sons, who have been trained under him. He has been for years in municipal politics, presiding over town affairs or occupying a seat in the County Council. So high does his personal reputation stand that no one dare attack it.

Another biscuit and confectionery manufacturer, to whom everything that has been said of Mr. McLauchlan applies, is Wm. Paterson, of Brantford, now a member of the House, and high in the councils of the Liberals.

May they both, and many others like them, sign "M.P." to their names after the coming Dominion elections.

A SUBSTITUTE FOR GOLD.

A new metal composition, which is intended to serve as a substitute for gold, has just been invented. It consists of 94 parts of copper and six parts of antimony. First the copper is melted and the antimony added afterwards. When the entire mass is in liquid condition some carbonate of magnesia and some carbonate of lime in equal parts are added, whereby the specific gravity is increased. The alloy thus produced has the color of gold and can be hammered and soldered like gold. Its color is not changed by nitric acid. This new metal can easily be produced for 25c. a pound.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 14th, 1896.

HARDWARE.

THE week has witnessed more activity in shelf hardware, orders coming in more freely for staple lines such as wire, both barb and plain, wire nails, wire cloth, draining tools, horseshoes, etc., the aggregate volume being considerable. The price of barb wire for the Province of Quebec has been reduced $12\frac{1}{2}$ c. per 100 lbs. On the whole, a good spring trade is looked for now that matters have settled down. Payments are fair.

WIRE—The changes in this line have been noted. Business for forward delivery has been much better during the past week. Discounts, 20 per cent off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—There has been a fair enquiry noted for this line since the reduction in price. We quote: Barb, \$3.12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE—Demand fair, with discounts 10 per cent.

ROPE—There is a fair demand for cordage. We quote: Sisal, $7\frac{1}{4}$ to $7\frac{3}{4}$ c. for 7-16 and upwards. Pure manilla, $9\frac{1}{2}$ to 10c. for 7-16 and upwards, and $10\frac{1}{2}$ c. for smaller sizes. Makers' prices for round lots are $\frac{1}{4}$ c. below these.

CUT NAILS—Little change has been noted in this line. We quote: \$2.50 f.o.b.

Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There has been more enquiry for wire nails during the past eight days. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Continue much as they were. Discount, 55 per cent.

HORSESHOES—Quite a few orders have come forward for these during the week. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75 as to brand.

TACKS—Still quiet and unchanged. Discounts: Strawberry box tacks, 60 per cent.; cheese-box tacks, blued, $66\frac{2}{3}$ per cent.; trunk tacks, black, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B., iron, carpet blued, 60 per cent.; do., tinned, $66\frac{2}{3}$ per cent.; B.B.B. iron carpet, bright or blued (in kegs), 30 per cent.; do., tinned (in kegs), 30 per cent.; B.B.B. cut tacks (in bulk), 50 per cent.; do. (in dozens, 1 to 6 oz.), 45 per cent.; do. (in dozens, 8 to 24 oz.), 30 per cent.; do., $\frac{1}{4}$ weights, 40 per cent.; do., tinned, 45 per cent.; Swedes, cut tacks, genuine blued and tinned, $52\frac{1}{2}$ per cent.; Swedes, carriage tacks, American, blued, 60 per cent.; Swedes, upholsterers', genuine, 50 per cent.; do., do., American, 1 to 6 oz., 60 per cent.; do., do., American, 8 to 24 oz., $62\frac{2}{3}$ per cent.; Swedes, carpet, blued and tinned, 35 per cent.; do., gimp, blued and tinned, 35 per cent.; do., lace, blued and tinned 35 per cent.; do., brush, blued and tinned, 40 per cent.; do., pail and miners', 35 per cent.; zinc tacks, 35 per cent.; copper tacks and nails, 60 per cent.; leather carpet tacks, 30 per cent.; trunk nails, black and tinned, 65 per cent.; clout nails, $66\frac{2}{3}$ per cent.; cigar-box nails, 45 per cent.; lining nails in papers, 10 per cent.; do., in bulk, 15 per cent.; do., solid heads, in bulk, $42\frac{1}{2}$ per cent.; saddle

nails in papers, 10 per cent.; do., in bulk, 15 per cent.; tufting buttons, 22 line, 55 per cent.; tinned capped trunk nails, 15 per cent.

CUTLERY—There are no new features to note.

SPORTING GOODS—Some ammunition is going out, but these goods are quiet as a rule.

GREEN WIRE CLOTH—Orders have been received for these goods with more freedom during the past week.

COIL CHAIN—Fair quantities of coil chain are ordered for forward shipment.

PLUMBERS' SUPPLIES—Rule quiet and featureless.

SCREWS—Quiet as before. Discounts are: Flat head, bright, $77\frac{1}{2}$; round head, bright, $72\frac{1}{2}$; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Orders for draining and harvest tools are being booked more freely.

BUILDING PAPER—Quiet and unchanged.

TINWARE—Business has been quiet for the past six or eight days.

CEMENT—Dull and without change. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Firm in tendency, but business quiet at \$17 to \$21 per 1,000.

METALS.

The heavy iron and metal market continues very dull here. There is little doing from store, and importers don't appear to be at all anxious about spring supplies. Advices from abroad continue firm on everything except tin plates.

PIG IRON—This market is quiet and prices are not quotably changed, but it is claimed that a round lot of domestic N. S. pig would be shaded if the order was actu-

MILK AND DELIVERY CAN TRIMMINGS

Ironclad or Broad Hoop Pattern.

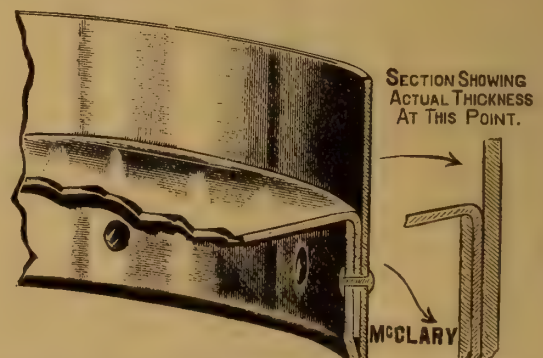
Tinned Iron, all Sizes and Gauges.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER



Section of Milk Can Bottom (Broad Hoop Pattern), showing the inner and outer bands (with bottom between) riveted firmly together, preventing any spring to the bottom. It also forms a heavy, solid and durable rim to the bottom. The sectional cut shows the actual thickness of the three combined parts.

ally in hand. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglington, \$18 50, and Ferrona, \$17.50.

BAR IRON—Makers report more enquiry for bar iron for spring shipment, but the tone is still unsettled as regards values. We quote: \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—Continues quiet. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

SHEET IRON—No change is noted, demand being nominal. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Nothing doing, and prices are the same, base quotation being \$5.75.

PIG LEAD—Dull, but steady, at \$3.25 to \$3.50.

LEAD PIPE—Demand small, with prices the same, 7 to 7½c., and discounts 30 per cent.

GALVANIZED IRON—Nothing doing of importance. Some small import orders were placed at previous rates. We quote 4½ to 5½c., as to grade.

INGOT TIN—There is a steady feeling on this, but business is quiet at 16c.

INGOT COPPER—Continues easy, round lots having changed hands here between jobbers at 10c. We quote 10 to 11c.

SHEET COPPER—The same as last week, 15½ to 25c.

IRON PIPE—The unsettled feeling is still noted in iron pipe, and quotations have varied.

CANADA PLATES—There has been some enquiry for these, but it has not resulted in much business, the market ruling quiet. We quote \$2.15 to \$2.25.

TIN PLATES—Nothing of importance has resulted in these since the large import contracts noted last week. Values continue easy in their tendency, and we quote cokes 10c. lower at \$2.65 to \$2.75, and charcoal \$3 25 to \$3 65.

TERNE PLATES—Quiet and unchanged at \$5.75 to \$6.25.

SOLDER—No change to report, 11½ to 13c. being the range.

SHEET ZINC—A moderate enquiry reported at 4½ to 5c.

SPELTER—Remains quiet at \$4.50 to \$4.75.

ANTIMONY—Unchanged at 10c.

GLASS.

The glass market continues firm in its tone, and there has been more business doing for forward delivery. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business continues good for spring delivery with some activity for present shipment

without any material change in prices since last week.

WHITE LEAD—Is now well maintained at recent quotations, there being very little cutting. We quote: Choice brands white lead, Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—Demand is good, and prices are firm at \$1 to \$1.05 for best brands and 90c. for seconds.

VARNISHES—Are in good demand at schedule prices.

PARIS GREEN—There is some selling at second hands to be met with at 1c. under last week's quotations, but makers hold for firmer rates. We quote: Casks, 13½c.; drums, 14½c.; and pockets 15½c.

LINSEED OIL—Is steadier; raw, 55c. and boiled, 58c.

TURPENTINE—Firm, at 46c. less 3 per cent. 30 days.

RESINS—Unchanged. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The week has been a quiet one in heavy chemicals. Nothing of importance is doing for spring importation. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Fairly active at the recent advance, which is maintained. We quote: Canadian refined, in car lots, 15c. 2 per cent. off for cash; 5 to 20 barrels, 15½c., and smaller quantities, 16c., 1 per cent. off for cash; American prime white, 18c. in car lots, and 19c. in smaller quantities; water white, 19½c. in car lots, and 20½c. in small lots; astral, 21½ to 22½c.

HIDES.

There is no change in hides, which we quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.

ASHES.

The ashes market is dull. Receipts of second pots are on the increase, and prices have declined 20c. to \$3.25, but firsts are unchanged at \$3.50. Pearls were offered this week at \$5.

Plumbers' Wiping Solder

Must be made from Pure Metals and in correct proportions. . . TRY MINE, small or large quantities, prices right.

W. G. HARRIS

25-31 William St.

Toronto, Can.

When
you
see
the
"DAYTON"
you will
have no
hesitation
in
deciding
what wheel
to handle
for
next season.

Let us send you a
Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS
TORONTO.

MONTREAL NOTES.

Lamplough & McNaughton are offering a line of meat choppers, which are meeting a good reception.

Lewis Bros. note a good enquiry for ammunition, the SS. smokeless powder increasing its sale.

W. H. Cottingham & Co. note continued firmness in paris green. The sale of the S. W. paints is steadily increasing with them both east and west.

Mr. Brown, of the McClary Manufacturing Co., states that business in tinware is opening out well, especially for dairy furnishings, etc.

Sales of over 10,000 boxes of tin plate have been executed for import here at a cost which will mean 10 to 15c. per box of a reduction laid down in Montreal.

ONTARIO MARKETS.

TORONTO, Feb. 14, 1896.

HARDWARE.

BUSINESS does not exhibit material change from last week. Generally speaking it does not exhibit much life; and the blockade of the railways with snow is limiting the territory of many of the travelers. The only change to be noted is a decline in the price of barb wire for the Province of Quebec. Tinware is one of the few lines in which increased business has developed during the week. Trade in milk can trimmings on the other hand is still unsatisfactory. In other lines the conditions are much about the same as they were a week ago. Payments are still slow.

WIRE—A few orders are being booked for future delivery, but there is not much doing. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The price of barb wire for the Province of Quebec has been reduced 12½ to 3.12½c. per 100 lbs. The change went into effect on Wednesday. The price in Ontario is unchanged at last week's reduction. We quote as follows: 3c. per lb., plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Business is much about the same as a week ago, quiet. Discounts, 75 per cent., with 10 keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business continues quiet. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

HORSE NAILS—Trade remains quiet, with discount unchanged at 55 per cent.

HORSESHOES—Trade is moderate only. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER WIRE—Demand is fair at unchanged prices.

ROPE—Trade continues quiet. We quote as follows: Sisal, 7-16 in. and larger, 7c.; ¼, 5-16, ¾ in., 7½c. Manilla, 7-16 in. and larger, 9¼c.; ¼, 5-16, ¾ in., 9½c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

BELTING—Business continues fair. Discounts: Standard, 45 per cent.; extra, 40 per cent.; No. 1, 50 per cent.

TACKS—There has been no change either in regard to volume of business or prices.

CUELERY—The same quiet unseasonable trade obtains.

SPORTING GOODS—Ammunition is still about the only thing that is moving.

COW TIES—Trade is quiet and unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Forward orders are still being booked at \$1.60 per 100 square feet.

COIL CHAIN—The demand appears to be still maintained for chain for logging and booming purposes.

PLUMBERS' SUPPLIES—Trade continues quiet, particularly on city account.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—A fair trade is being done at from \$26.50 to \$27.

CHURNS—There is a little business being done in booking for forward delivery. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—As noticed last week, orders are being booked for spades, shovels and harvest tools for future delivery.

BUILDING PAPER—Just as we go to press we learn that the manufacturers have advanced the price of building paper. But as the details have not yet been worked out we cannot give figures until next week.

POULTRY NETTING—Orders are still being booked for forward delivery. Discounts, 65, 10 and 70 per cent.

TINWARE—Trade has improved considerably during the past week, some nice orders having been received.

MILK CAN TRIMMINGS—Business in this line is still unsatisfactory. The fact that fresh factories started up last year, overcrowding the market, is the cause ascribed. Discounts: 25, 10 and 7½ per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

The metal trade is being fairly well maintained. No striking features have developed.

PIG IRON—The market is quiet and unchanged. Last week's quotations for Niagara iron, namely, \$18.50 to \$19 for Nos. 2 and 1 respectively f.o.b. Toronto, are nominally unchanged.

BAR IRON—Trade is dull at the base price of \$1.70 to \$1.75 for small lots.

SHEET STEEL—Trade continues fair. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, ¾ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Trade continues quiet. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business is fair at unchanged prices. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7½c. per lb.

PIG LEAD—Is still in fairly good demand, with prices as before, namely, 3¼ to 3½c.

LEAD PIPE—Remains quiet. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Trade is fair but devoid of special feature. We quote: \$4.35 for

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

"Queen's Head" and "Gordon Crown" brands.

INGOT TIN—A fairly good business is still being done in the way of booking orders for future delivery. We quote large lots at 16c., and small lots at 16½ to 17c.

INGOT COPPER—Business is quiet, and prices steady. We quote 11 to 11½c. per lb. as before.

SHEATHING COPPER—Demand is fair. We quote 14½c. for 16 oz.

IRON PIPE—There is not much doing. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand is moderate.

CANADA PLATES—Business continues quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—While there has not been as much coke tin going out this week, there has been a fairly good demand for charcoal. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPelter—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

Import glass trade is improving a little, but it is not yet active. Ruling prices are \$2.10 to \$2.15 for first break and \$2.30 to \$2.40 for second break. The figures for first break have been shaded for prime orders. Shipments from stock are light at \$1.20 to \$1.30 for first break, net, 30 days. Plate glass is quiet at 25 per cent. discount.

PAINTS AND OILS.

A material change has come over business in this important branch of the hardware trade, and there is very much more activity, but it is largely in the way of booking orders for future delivery. No important changes have taken place, however, and quotations on general goods rule at about last week's figures. White lead is moving more freely. The Canadian grinders are responding to the advance in England, and

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

have ceased to cut. In liquid paints there will be a tremendous output this spring. In Paris green some of the larger holders have become a little nervous, and are shading prices about ½c. below last week's figures. There is no reason for this, as chemicals are very high, except that some of the jobbers become a little timid if things are not going with a swing. Turpentine is firm. Varnishes, japans, stains and lacquers are moving steadily at regular quotations.

WHITE LEAD—Ex Toronto we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ to 18c.; ¼-lb. packages, 19½ to 20c.

LINSEED OIL—Raw, 49 to 50c.; boiled, 52 to 53c. net 30 days.

TURPENTINE—We quote: 42 to 43c. for 5-bbl. lots, and 43 to 44c. for single barrels, net 30 days.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted 6 to 6¼c.

SKINS—Calfskins, 6c. for No. 1, and 5c. for No. 2. Sheepskins are firm at 90c.

WOOL—Trade quiet. Fleece, combing, is quoted at 22c.; clothing, 23c.; supers, 21 to 21½c.; extras, 22½ to 23½c.

PETROLEUM.

Trade continues good, although no one is buying more than he really needs. Stocks are light all over the country. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

The Petroleum Advertiser in its weekly review says: "The crude oil market was never in a better condition or on a firmer footing than it is to-day. The price is satis-

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

factory, and should any change take place it is safe to assume from the confident tone of the market that it would be in an upward direction."

MARKET NOTES.

Building paper has been advanced.

The Booth Copper Co., of Toronto, has been incorporated.

Barb wire for the Province of Quebec has been reduced to \$3.12½ per 100 lbs.

During the last few days the Canada Paint Co., Ltd., has booked orders for over 200 gallons of bicycle enamel.

M. & L. Samuel, Benjamin & Co. are showing some special lines this week in corkscrews, lead pencils, crayons, etc.

The Canada Paint Co. is endeavoring to induce the railroad companies to commence the spring tariff a month earlier than last season to relieve the congestion at their works.

Covert's Sadlery Works, of Farmer, N.Y., advise HARDWARE AND METAL that they are now using brass springs in their "Triumph" flat spring snaps. This firm has since January 1 greatly reduced the price of their neck yoke centres.

M. & L. Samuel, Benjamin & Co. have a line of files and rasps which they are selling at a special discount. They consist of various makes which they have decided to close out. Although there is not a complete range, some of the most salable sizes are in the lot. They will be pleased to answer enquiries regarding same.

Rice Lewis & Son, Ltd., of Toronto, have issued their catalogue of bicycle accessories for 1896. It contains sixty pages, comprising bicycle parts and tools. There are 299 illustrations, besides which a page is devoted to cycle enamel colors. On the inside of the back cover are three illustrations showing the different buildings which the firm has occupied during its existence.

According to the budget there has been \$14,000 less duty paid on colors and paints imported to this country. It appears the order of things is being reversed, as last

year the Canada Paint Co. exported over 100 tons of their own manufactures to other countries. This company has been working very energetically since the beginning of the year and has more orders up to the present time than in any year since its inception.

J. & J. Taylor report that they are meeting with gratifying success in introducing the "Dayton" bicycle. Already territory is being rapidly taken up by agents, and in the large cities of the Dominion they have been particularly fortunate in securing as representatives firms of the highest standing in the trade. They also tell us they are constantly receiving enquiries regarding the "Dayton" tandem.

M. & L. Samuel, Benjamin & Co. are handling the "Dennis" washer. This, it is claimed, is the cheapest article of the kind in the market, and, judging by the numerous testimonials received by the manufacturer, has given universal satisfaction. These washers are being offered to the trade at less than half the price they were sold at when first introduced. It will be advisable for those interested to write for quotations.

UNITED STATES MARKETS.

NEW YORK, Feb. 14, 1896.

PIG TIN—For the day there is no change to note. Speculation was characterized by the complete inaction that has been a prominent feature since the beginning of the week, and action otherwise was spiritless. Orders from consumers and from interior dealers were not only small individually, but somewhat behind the late average and not sufficient to assist in bringing about better tone to the market. Prompt or current month delivery could have been purchased at 13.40c., possibly at 13.35c., on Exchange contract terms and on lots of five tons or more on f.o.b. terms were obtainable at 13.45 to 13.50c. Small jobbing quantities were dealt out at only a slight advance on the latter figures.

COPPER—No important business came to notice and the condition of the market was doubtful, yet not without signs of underlying strength. Efforts are not spared to make low public quotations, and indications were visible of effort to restrain consumers from purchasing for future delivery. The fact came out that a bid of 10 $\frac{3}{8}$ c. was refused for a good-sized block of Lake Superior ingot deliverable during the spring months, and that 10 $\frac{1}{4}$ c. was bid for earlier deliveries of that class of metal. Electrolytic was relatively quite as firm at 10 to 10 $\frac{1}{8}$ c., and casting stock at 9 $\frac{3}{4}$ c. There was a more than ordinary rumor that the sales by the past six weeks have exceeded the highest estimates yet made. Some large consumers are understood to have covered their wants for the first half of this year.

PIG LEAD—The market remains very steady, with 3.15c. an inside price for round

lots of common western, prompt or near future delivery, and 3.17 $\frac{1}{2}$ c. touched in remote instances on transactions involving single carloads. Nothing new in the way of export movement developed, but the London market was quoted firm at £11 5s. for soft Spanish.

SPELTER—The range of prices on ordinary western remains at 4 to 4.05c. and the market is steady, corresponding figures being quoted from primary points. Dealings here are on a moderate scale, however, and the demand is almost wholly of hand-to-mouth type. London cables quoted £14 8s. 9d. for good merchant brands.

ANTIMONY—A quiet market is still reported, with prices steady at 7 $\frac{3}{4}$ to 7 $\frac{1}{2}$ c. for Cookson's, 6 $\frac{3}{8}$ to 7c. for Hallett's and 6 $\frac{3}{4}$ to 6 $\frac{1}{2}$ c. for Japanese.

TIN PLATE—A slightly better business was reported in ordinary American cokes and ternes. Otherwise the market remains dull and without new feature. Prices stand practically as they have been for a week or more.

IRON AND STEEL—A very fair demand continues for pig iron and old material. Deliveries of the former in execution of old orders are free, and upon the whole a quite large consumption is indicated. In prices no changes were reported. Manufactured steel and iron, heavy section rails possibly excepted, are still selling at irregular and weak prices, but no radical change has taken place in any line the past few days.

WHICH IS THE BEST POWDER?

THE Pall-Mall Gazette has been trying to get the British House of Commons to take up the smokeless powder question. It charges that officials in the War Department are financially interested in Cordite. It is, they point out, a compound of gun cotton and other materials. It will not keep in some climates. When used it makes the barrel of the rifle so hot that after about fifteen hundred rounds have been fired its usefulness is greatly impaired, if indeed it is not rendered almost useless. In tests it has not been found nearly as satisfactory as several other powders on the market. Now Mr. Labouchere in his "Truth" gets after Cordite. He says:

"The last story I hear about Cordite is that it has been found that in a tropical temperature it gives off nitrous fumes, which destroy the detonating composition in the caps of small-arm and quick-firing gun cartridges, thereby rendering the cartridges useless. This information reaches me on such good authority that I cannot believe it to be unfounded. Surely it is time that some searching inquiry into the merits of Cordite took place, conducted by somebody above suspicion of being financially interested in the stuff, or connected with the official gang who are wedded to it."

All this is of great importance: in Canada at the moment. The Quartermaster-General and the superintendent of the cartridge

factory are at home making enquiries as to powders. If they come in contact with the War Office officials, as they are likely to, they may form wrong impressions.

Canada must on no account purchase any powder until after a thorough test by Canadian marksmen. Then we must have only the best.

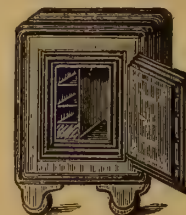
PERSONAL MENTION.

FROM latest advices received from Mr. E. B. Eddy, president of the E. B. Eddy Co., Hull, he is at present in Rome, and will shortly proceed to Naples, thence to Egypt and the Holy Land. Upon the return of the warmer months Mr. Eddy will make an extensive tour of Germany sight-seeing, and will also visit the largest paper mills in that country.

A. ROOT, LYN, ONT.

Manufacturers of... **DRY AND LIQUID WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., Montreal, P.Q.

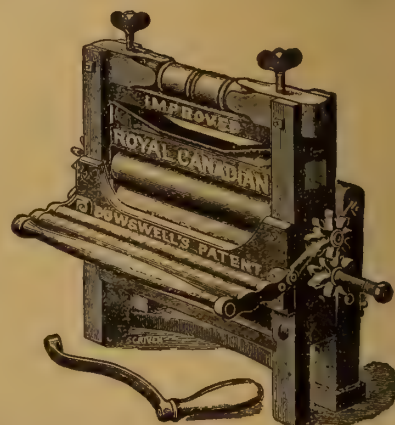
CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto



SOLID WHITE RUBBER ROLLS. The quickest tub perfect in action. Two Pressure Screws, double gear at each end, metal bearings. **Brass Caps at each end** of top bar, making it the finest finished Wringer in the market. **Every Wringer with our name on is Warranted.** Manufactured by

DOWSELL BROS. & CO.

HAMILTON, ONT.

STEEL TYRES FOR RACING.

A WRITER in one of the engineering papers has expressed the opinion that it would be worth while to try whether a bicycle fitted with steel tyres would not run as easily on a racing track as one fitted with pneumatic tyres. We have often wondered the same thing ourselves, and should be very glad to see the experiment tried by one of our leading cycle-makers, though the question of injuring the track would have to be taken into consideration. Provided a steel rim, narrow and sufficiently rounded, were given a fair chance on a perfectly smooth and hard surface, it is probable that the results would be a surprise to a good many. The virtue of the pneumatic comes in on rough surfaces, and diminishes, if it does not disappear, when the surface becomes smooth and hard. When the pneumatic tyre was first brought out our racing tracks were not nearly as smooth as some of the best ones now are, and tyres of large diameter were used for racing. At that time there was no experience to guide the maker in regard to the best size of tyres, but it was evident that pneumatic tyres of some sort were much faster on the racing tracks than in existence than solid rubber tyres. Within the past two years or so a great reduction has been found advisable in the size of racing tyres; and, though it would be rash to argue on theoretical grounds that on our smoothest tracks the pneumatic might be dispensed with altogether, it should be remembered not only that tracks have been improved, but that the comparison which led to the universal adoption of the pneumatic was a comparison between air tyres and soft rubber tyres, and between air tyres and hard, unyielding tyres. On a smooth, hard surface a tyre of soft rubber would probably be found by no means as fast as a tyre of steel or other hard material. If we recollect aright, experiments have been made which show that on a hard, smooth surface the force necessary to start one fitted iron tyres is less than the force necessary to start a vehicle fitted

with iron tyres is less than the force necessary to start one fitted with pneumatic tyres, and that it is only when an obstacle is placed on the ground in front of the tyres that the advantage rests with the pneumatics. We do not at all commit ourselves to the prediction that steel would be found under any likely circumstances faster than air, but we repeat that it would be an exceedingly interesting comparison to make on a suitable surface, and might prove highly instructive.

SOLDERING GLASS.

Recent investigations pursued by Margot have, according to an exchange, established the interesting fact that an alloy composed of 95 parts of tin and 5 of zinc melts at 200 deg., and becomes firmly adhered to glass, and, moreover, is unalterable and exhibits a most attractive metallic lustre. He has further ascertained by this experiment, that an alloy consisting of 90 parts of tin and 10 of aluminum melts at 390 deg., becomes strongly soldered to glass, and is possessed of a very stable brilliancy. With these two alloys it is possible, it is claimed, to solder glass as easily as it is to solder two pieces of metal, and this operation may be done by soldering the pieces of glass, when heated in a furnace, by rubbing their surface with a rod of the solder, the alloy as it flows being evenly distributed with a tampon of paper or a strip of aluminum—or an ordinary soldering iron can be used for melting the solder.

ELECTRIC SUSPENSION RAILROAD.

Among the technical novelties introduced in Germany the new electric suspension railroad between Leipsic and Halle deserves mention, says Electricity. The system is a recent invention of Eugene Langen, of Cologne, and its distinctive feature is the suspension of the cars. The only place where this new system has so far been tested for a short time is on a special line between Cologne and Deutz, a suburb, but there it has been found eminently successful.

By the new system the running time between Leipsic and Halle, 22 miles, is to be reduced from 35 minutes, as at present, to 15 or 20 minutes. The Berlin municipal authorities are very anxious to see this new line in operation, as in the event of all the promises made being carried out, it is the intention to build several electric suspension roads for intramural traffic at Berlin.

HEAT TESTS OF CEMENT.

Experiments by Professor Tetmajer, of Zurich, to ascertain the efficiency of heat tests for determining the soundness of cements, have, it is said, the value of being comparable with the action of the same cements tested under normal conditions. A cake of each cement tested by heat was also placed in cool water and in moist air for a period of three years, for the purpose of determining whether the slower action of disintegration under normal conditions would confirm the results obtained by the very rapid action induced by heat. Taken as a whole Engineering News says, Professor Tetmajer's experiments cannot be called decisive, although they serve to establish heat test to a firmer basis, and give much hope of establishing ultimately their reliability as a practical test for the soundness of cement. It is also interesting to note that the boiling water test is fully as efficient as the more severe kiln and flame tests. As we noted in the discussion of Mr. Spalding's tests, the total dehydration of a cement briquette by baking or by heating it red hot seems illogical, considering the important part which moisture is supposed to play in the hardening of cement, even after the so-called final setting. We are inclined to believe that a hot-water test—that is, with the temperature considerably below 212 deg., or boiling—will be fully as efficient as the boiling test. Mr. H. Le Chateher seems to sum up the heat test pretty fairly when he says: "No hydraulic lime or cement notoriously bad can escape the boiling test. It remains to prove that all cements unable to stand the test are really bad."

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

 **LONDON, ONT.**

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

THE DECLINE OF THE SAD-IRON.

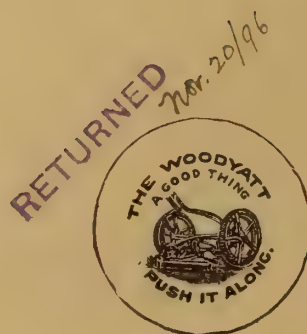
THE sad-iron as a domestic tool, says Age of Steel, has probably seen its best days. It has had an honorable calling and a long life. It has smoothed out many a wrinkle in the family linen, and made the poorest calico habitable and respectable. Where cleanliness is a virtue and a clean shirt an object, a smooth collar an ornament and a white apron a matron's pride, soap and the sad iron have been inseparable. It has represented the industrious housewife, the patient mother and a national virtue. As such it has outlived the old candlestick and the big clock in the corner, and, as a domestic memory, cannot easily be sponged off the mental slate. It has ceased, however, in a general sense to be the important and universal article it used to be. The modern laundry with its mechanical appliances has practically shelved the honored old sad iron. It had a rival years ago in the mangle, when industrious widows, or wives with husbands incapacitated for hard work by want of will or ability, earned their bread and paid their rent by doing laundry work for their neighbors. As a means of subsistence this was honorable, if humble, and profitable, if not lucrative. It is still in use in certain localities, where the aggressive and

enterprising laundry-man has not started his steam plant and his weekly calls. The later institution, however, has come to stay. It meets a need especially where so many thousands of men and women eat in restaurants and sleep in lodging houses. To these the wash tub and the wringer are only memories of home, and the sad-iron the occupant of the family stove once a week. In many cases the modern woman, in accepting a husband, seldom includes the sad-iron as a part of the home equipment, and to undertake the family washing would probably cancel the marriage license. Hence the public laundry fills its special niche in modern domestic economy. It is equipped with numerous labor-saving appliances, and is not behind the times in its varied and efficient machinery. Rollers rotating over heated iron surfaces of dished or concave shape can do by the gross what the old sad-iron accomplished by the piece. Other appliances with the same object are being daily multiplied, and what is really a great industry is being rapidly developed. For the old sad-iron there is, however, yet a place, and though it has been displaced largely by modern machinery, may it linger long as a domestic tool in the homes of the industrious and cleanly.

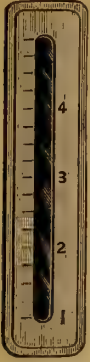
THE BESSEMER ORE AGREEMENT.

A press despatch from Superior, Wis., states that at a conference held recently the Bessemer ore pool was completed, and the product for 1896 fixed at a higher basis than that of last year. The output of straight Bessemer ore for that end of the lake is thus: Pioneer Mine, 220,000 tons; Chandler, owned by the Minnesota Iron Co., 600,000 tons; Minnesota, also owned by the Minnesota Iron Co., 180,000 tons; total, 1,000,000 tons. Chandler ore is standard—the highest grade on the continent, running last year, without inspection, 66 per cent. pure iron. The Pioneer, less than a quarter of a mile distant, is the same, and is the largest pure Bessemer mine in the world. It has been eight years in process of opening, and this is its first year of commercial activity. It could have sold and easily produced 500,000 tons outside of the pool, but was induced to come in on a basis of 220,000 tons.

The Minnesota, a few miles distant, produces three grades of ore. None of it is Bessemer without crushing, but after it has been treated an output of 500,000 tons nets 180,000 tons of Bessemer, the remainder, No. 2 and No. 3 mixable with Bessemer.



HAVE YOU SEEN THIS BUTTON?



Patented 1895

Mica Creamer Gauges

The Davidson Mica Creamer Gauge CANNOT leak. Mica squeezed into the tin in such a way that it is perfectly air-tight. It is something that the country has been looking for. Send for sample.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

FOR SAWING OUT TUNNELS.

An enterprising inventor in Calaveras is having built a machine by which he proposes to revolutionize the present methods of tunneling, the capacity of the device for "sawing out a tunnel," as claimed, being at the rate of twenty-three feet a day. The apparatus is described as being twelve feet long, four feet wide and six feet high, and, with the 14 horse-power engine which runs it, weighs some 6,300 pounds. The principle is that of a circular saw. Sixty drill points attached to each of two wheels, four feet in diameter and eight inches wide, make 600 revolutions per minute. The points are one-half an inch apart, every revolution feeding one-eighth of an inch, and the enthusiastic inventor declares that it will cut twenty feet of a six-by-eight tunnel in a day in the hardest rock. The latter, being crushed as fine as wheat grains, is carried to the rear and dumped in a car. The drill points weigh one-fourth of a pound each, last four days, and are kept cool by means of a steady stream of water. Three men are required to run the machine.

IF IT WERE ONLY SO.

For once we are inclined to wish that in England those of us engaged in retail business could "see ourselves as others see us," and see true, says Hardwareman. For, ac-

cording to a writer in an American contemporary, when a customer enters an English shop and prices an article, it is sold him at the price named, if he pays cash; but, if he has an account at the place, and the article is booked to him, "he is politely informed that the price of the article is two or three pence higher than the first-named cost." Will not all retailers cordially wish that this were—what our amiable contemporary evidently considers it to be—a custom firmly and universally established, and ungrudgingly acquiesced in by the average customer! But alack, either the transatlantic observer must have generalized too freely from one or two uncommon cases, or with him the wish was father to the thought. The time for this happy state of things is not yet.

PHOTOGRAPHING WINDOWS.

One of the greatest difficulties attached to photographing a window display, says an exchange, is the reflection in the plate glass front of the buildings on the opposite side of the street and of the passing throng. Many trimmers will thank us for indicating a successful way in which their efforts may be taken by the camera without this annoying feature. If the artist will provide himself with a black curtain, mounted at each end on wooden poles, nothing more will be needed; it must be of sufficient size to screen the

largest window and a centre aperture must be cut in order to insert the camera. This curtain, when held in place by assistants, will cut off the undesirable reflection and still admit light sufficient for all purposes from the top and sides. An additional advantage will be that the sensitized plate may be given as long an exposure as desired. When not in use the curtain can be rolled on the standards and thus be easily carried about from place to place.

GLASS FOR BEARINGS.

Should not something more be done than is being done, experimentally if not practically, in the use of glass for bearings, asks American Machinist? Some experts speak highly of it for wood-working machinery. It is said to require less care than any other material, running with little oil and keeping cool. In methods of shaping and cutting glass, such advances have been made that it should be now a comparatively simple matter to adapt it to general use. Glass sleeves could, of course, be easily furnished, perfectly true both inside and out, and there are numerous places where such sleeves, bushes, thimbles, or whatever they might be called, could probably be employed with great satisfaction. Glass would probably be better adapted to high speeds than to heavy loads.

DON'T MISS

McCready No. 1.... \$100.00
None better made.

McCready No. 2.... 85.00
A splendid wheel.

THE AGENCY
FOR THE

Standard 70.00
Equal to most "high-grade."

Euclid 60.00
A classical wheel for the classes.

Don't delay; write to-day or you may be too late to secure the agency for the wheels that are "just a little better than the best."

The **R. A. McCready Co. Ltd.**

149 Yonge Street

TORONTO, ONT.

SELLING AS AN ART.

It is not every one who can make a good salesperson, says a writer in Trade Magazine. It requires a certain knack which is innate, and cannot be acquired. First of all, one must like the vocation if he intends following it. Without this you will lose a great deal of time, valuable both to yourself and your employer. Some take positions in shops through inclination, others through force of circumstances. But when one enjoys a position back of a counter he can always make a success of it.

Patience, perseverance and ambition must be the watchwords of every salesperson. These are indispensable qualifications.

Patience to an unlimited extent is absolutely necessary, for without patience no clerk will make a successful salesman.

Perseverance is another attribute much needed in the "make-up" of a good salesman. But this is often overdone by clerks making the error of supposing that a constant digging at a customer effects the sale.

As to ambition, I would not give much for the future of any young man who would be satisfied always with the position he holds, however good it be.

He neither benefits himself nor his employers. This is the greatest mistake a salesman makes. The moment he feels he has attained his aspirations, that moment he has exhausted his usefulness to his house.

He should strive to gather the knowledge and workings of all stocks, though he be confined to one department. He should strive, first of all, to work through the different grades until he is at the head of his special line. He should learn to obey, not because he must, but because he ought to. One who cannot obey cannot command. He will be unfit even to assume the charge of his stock, should opportunities ever give him the chance. He must act, in carrying out his instructions, with the expectation that some day he will have a place of business of his own, and he must learn to run it successfully.

He should always dress neatly and genteelly, never in an eccentric or fastidious manner. He should be agreeable, without being intimate; pleasant, without being offensive. He should at all times be in readiness to wait on customers and approach them with a pleasant address, remembering that the first impression is the one that tells. On receiving a reply from a customer, he should show his goods in an unostentatious manner, trying to sell without importuning.

Shoppers now-a-days are intelligent. They know well the value of merchandise, and, therefore, it does more harm than good to enlarge too much on what you are selling. A pleasing explanation of the fashion, a general suggestion, and then the salesman should allow the customer an opportunity of

exercising unbiased judgment. Sales are often ruined by overmuch talk.

Be honest in your suggestions; never overdo anything; show your wares to the best advantage; make your stock look presentable, and you will be a success. Many clerks make mistakes by being forced into submission. It is far better to do what is expected of you in a graceful manner than to be coerced.

Promptness is another factor in the "make-up" of a good salesperson. That employe who lags a few moments in the morning or noontime will lag all through life.

Discretion in waiting on a customer is another rare quality. To a neat person show neat patterns; to one who is a little more lavish in style or dress show goods according to such tastes. Never try to convince a customer that your way of thinking is right. You can advance your ideas, but, if you find that they conflict with your patron's views, argument is very harmful.

Be truthful under all circumstances; never misrepresent. Even though you should make a sale through misrepresentation you have surely lost a customer, and your house loses that patronage. The truth in business is a mighty power, and paramount to all other qualifications.

Always be doing something. In a large store, as well as a small one, there is always something that should be improved. Idleness leads to mischief. Silly conversation back of counters has been the starting point of the downfall of many young people who might have made a success of their vocation. In the first place, by your frivolous conversation you lose the respect of even those who listen to your prattle, and besides that, you do yourself the greatest injustice. If you do not begin by gaining the respect of those around you, you need never expect it from your superiors. There is no position in an establishment that you cannot gain, if, by your merit and ability, you are qualified to fill it.

Bear in mind that seven-eighths of the employers of to-day started in life at the bottom of the ladder, and only attained what they now have through harder work than is needed of you. Be ever mindful of your employer's interests. If you are faithful in your duties to your employer, reward will surely follow. Sometimes it may be slow in coming, but it will certainly come.

It will always be necessary for someone to be given complete charge of the large establishments which exist to-day and will exist in the future. Why not you? It is worth trying for, and, if you combine the requisites mentioned, your chances are as good as the best.

A franchise has been given to the Belleville Electric Co. to construct and operate electric railways between Belleville and outlying villages.

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care **HARDWARE**, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," **HARDWARE AND METAL** office, Toronto.

FOR SALE.

A FIRST-CLASS STORE, TIN AND HARDWARE Business.—Located about 50 miles from Montreal, in a manufacturing town of 2,000 population, with electric light and water-works. The only hardware store in the place. Good reasons for selling. Rent of building and price of business reasonable.—Address: N.M.G., office **HARDWARE AND METAL**, Toronto. (8)

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

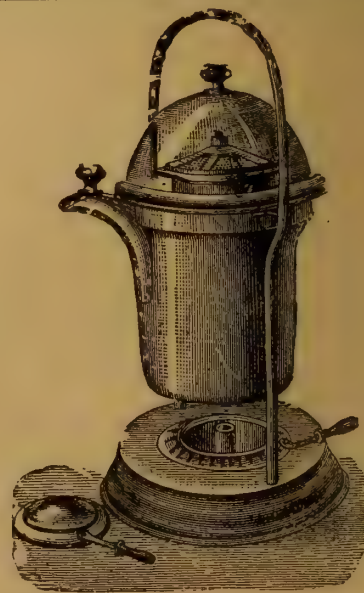
J. C. ADAMS,
Manufacturers' Agent,
43 Queen East, Toronto
AGENCIES SOLICITED. (7)

WITCHKLOTH

The latest and best for cleaning Gold, Silver, Brass, Nickel, Copper, Bicycles, etc. **Retails at 15c.** Send small sample order.

Sole Agency for Canada

TEMPLE BUILDING, 113a, MONTREAL



VIENNA COFFEE MACHINES
In Brass, Nickel and Copper

LAMPLOUGH & MCNAUGHTON
MONTREAL

J. WATTERSON
Merchant
— Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.
Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Alexander Macpherson & Son

Barb Wire,	Plain Wire,
Pliers,	Green Wire Cloth,
Sap Spouts,	Babbit Metals,
Skate Sharpeners,	Valves,
Skates,	Harvest Tools,
Nicholson and American Files,	
Cant Dogs and Handles.	

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

**Imperial
French Green**

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

THE WELSH TIN PLATE TRADE.

THERE is to be another "crisis" in the Welsh tin plate trade, says The London Ironmonger, which seems to be so weak as to be quite unable to stand upon its own legs unless propped up every few months by means of one of these so-called "crises." The workmen appear to regulate the trade to a great extent, and their union has now directed that notices are to be handed in for the purpose of terminating all contracts (with workmen) at the end of the month, so as to bring about a general stoppage in February. Over 150 mills are said to be idle already, and the remainder of the 512 mills in existence will be shut down as soon as the men's notices expire. The employers are said to have no particular objection to this course being taken, there being plenty of evidence—so runs the report—that the current production is much in excess of the demand. The recent effort to increase the demand by promoting new uses for tin plate and by attempting to open up new markets has not yet had time to bear fruit, so that the only remedy the men can devise is a general cessation of production for some weeks. This is a simple, albeit rough, remedy, and the men say they adopt it because the 100 or so surplus mills cannot be dismantled or the weakest of the makers driven to the wall. In consequence, the weak ones are to be cherished and treated exactly the same as the strong ones, so that they remain as a perpetual source of trouble and weakness to the whole trade. This sort of "logic" may do for the tin plate trade, but it is rather poor stuff for general consumption, and we are surprised that the more intelligent and enterprising of the tin plate manufacturers allow themselves to be manipulated in that manner. The men urge that overproduction plays into the hands of "the great tin plate merchants, who are adepts at market rigging, and use it mercilessly against makers who are in their hands," which is no doubt true in a measure; but, if that is the case, would it not be wiser to let ordinary economic laws have full play and squeeze out those makers who are sources of weakness to the entire trade? There are limits even to feebleness, and here are prices at which it does not pay to produce. The ordinary course of the market will find out these limits, and in due course the number of makers would be so reduced as to give the remaining ones a living profit—unless in the meantime the American and foreign makers have absorbed all the export trade! It is weary work, however, trying to induce the tin plate trade to take care of itself, and in the light of its past there seems to be little hope for its future unless some of the big steel concerns go into the trade themselves on a large scale and with all the best modern appliances. They could do it and do it profitably.

The **Swansea Forging**
Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

Brushes

SPRING 1896.

**NEW LINES
NEW PRICES
NEW GOODS**

New catalogue now in press, ready
about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine

**The Best
Wall Coating
on the Market.**

Sold by **Paint and Hardware**
Dealers everywhere.

New Advertising Features
this Season.

150 Newspapers
Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.

PARIS, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE new list on sanitary earthenware is now in the hands of the trade. The agreement fixing prices is also being submitted for the signatures of the various jobbers. As noted in a previous issue, prices show materially higher figures.

* * *

PLUMBERS PRAYING FOR COLD WEATHER.

The plumbing trade exhibits a little more activity this week, although the volume of business is still very small. "The mild weather of the past month or six weeks," said a jobber in supplies, "has kept the plumbing trade quiet. And all the plumbers are now earnestly praying for cold weather and high winds. I tell you when high winds come with cold weather the pipes burst to beat the band." He did not say whether he had much faith in the prayers being answered.

* * *

A SUBJECT FOR COMPLAINT.

"Some of the retail plumbers have been placed on the preferred list for soil and lead pipe," remarked a jobber to me, "and as it is an injustice to all other plumbers not thus favored, much complaint is being heard. The advantage those on the preferred list get is 10 per cent. on lead pipe and 5 per cent. on soil pipe. I understand that the Master Plumbers' Association are to take the matter up."

* * *

TORONTO MASTER PLUMBERS.

The Master Plumbers' Association of Toronto held their thirteenth annual meeting in the rooms of the Y.M.C.A. building Monday night, and elected the following officers for the ensuing year:

W. J. Burroughes, president.
James B. Fitzsimons, first vice-president.
James Worthington, second vice-president.
F. W. Armstrong, recording secretary.
Thomas Cook, corresponding secretary.
A. Fiddes, treasurer.
J. E. Knott, sergeant-at-arms.

It was decided to hold the annual banquet early in March.

The association has been in a somewhat defunct condition for some months, but an effort is being made to infuse new life into it, and with good prospect of success. In pursuance of this policy an effort is to be made to induce every plumber in the city to cast in his lot with the association. The master plumbers are laboring under many grievances, and it is only by united effort that they can hope to remedy them.

* * *

HALIFAX PLUMBERS' ASSOCIATION.

The Halifax plumbers are now in line with other trades, they having a thoroughly organized association of their own. Several months ago the initial steps were taken and the association formed. The first regular annual meeting was held the other evening,

when the officers for the ensuing year were elected as follows:

President—John Borton.
Vice-president—George Perrier.
Secretary—R. W. Longueil.
Treasurer—John Myers.

Mr. Borton, the president, is one of the most successful plumbers, and a leading citizen, of Halifax. Through his instrumentality the association was formed. Mr. Perrier, the vice-president, is a member of the firm of David King & Co., another leading plumbing firm. Mr. Longueil, the secretary, is a member of the firm of Longueil & Co., plumbers and tinsmiths, who do a splendid business on Brunswick street; and Mr. Myers is of the firm of John E. Myers & Co., gas-fitters and plumbers, of Gottingen street.

The association is not confined to Halifax, but has members in Dartmouth and several other provincial towns. So far its existence has proved of great benefit to the trade. The membership is large, all the plumbers, tinsmiths, and gas-fitters of Halifax and Dartmouth being affiliated, except three.

The meeting was a very satisfactory one. The finances were found in excellent condition, and the members are hopeful of a useful career for the association.

The plumbing business in Halifax is good at present, and the outlook for the coming summer and fall is excellent.

* * *

A PLUMBER'S LIABILITIES.

The liabilities of Alfred Blais, St. Antoine street, Montreal, whose failure was referred to last week, are in the vicinity of \$14,000. The largest creditors are: J. Robertson & Co., \$2,200; A. Prudhomme & Bro., \$376; Wm. Buck Stone Co., \$276; McClary Manufacturing Co., \$307; Alf. Brunet, \$394; A. C. St. Amour, \$276; T. Robertson & Co., \$1,057; Seybold, Sons & Co., \$300; W. King & Co., \$287; Gurney & Co., \$900; Crathern & Caverhill, \$480; Banque Nationale, \$600; C. H. Beaulieu, \$600, and Montreal Mortgage Co., \$4,000.

JAMES ROBERTSON & CO.'S PLUMBING DEPARTMENT.

The James Robertson Co. have filled more orders in their plumbing department during the past week than any previous week during the year. They expect their sample room to be entirely completed at an early date, and when finished according to architects' plans will be the finest in Canada.

* * *

WHEN THE PLUMBER SUFFERS.

Notwithstanding the popular delusion, says The Metal Worker, the plumber finds little pleasure in responding to the many calls for his services to make the repairs necessitated by severely cold weather. This

will not be questioned by anyone who has seen him at work on repairs when the thaw has set in and the water begins to spread discomfort and disaster. In many cases the work that must be done in removing wood work, furniture, provisions and other accumulations before the plumber can begin to repair is a very disagreeable labor and by no means what should be rightly expected of a skilled and intelligent mechanic. Any ambitious and capable plumber must, however, put aside his views as to what work properly belongs to the plumber, and enter into the disagreeable and laborious task of getting ready to work before his proper work begins. Usually there is no fire where he is occupied and frequently only such light as he can get from a lamp or candle. To work under such conditions, with cold tools on wet, ice-bound pipes, is a task which has no pleasant side. To heat water to pour on pipes, to apply wet carpets and hot bricks, to use his torch or even to use a small steam apparatus in thawing pipes, whether burst or not, is very different from working in a new building. Such work is hard on the plumber's health and clothes, and instead of receiving sympathy he finds his misery the subject of puns and satire. The plumber is to be congratulated on his hardy courage in promptly entering upon such work, and is to be commended for the quickness with which it is completed in semi-darkness and with his fingers numbed with cold. Even when the plumber has got his customer out of trouble with no more derangement of the household affairs than could be avoided, the evident welcome of his announcement of departure amounts almost to ingratitude for service rendered which can hardly be recompensed with money. Notwithstanding the disagreeable nature of repair work in winter and the lack of sympathy on the part of his customers, the plumber will continue to do his duty in emergency whenever he is called upon; and it is to be hoped that the honest services he renders will receive the credit due to it.

* * *

NOTES.

Architect Stewart has the plans prepared for the new Collegiate Institute and Ontario Normal College, Hamilton. The building

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

will face on Hunter street, and will be built on the Wanzer property, situated in the midst of the best residential portion of the city. It will be 460 by 280 feet; the main building will be three storeys high, and will accommodate about 1,000 scholars. The architecture will be of modern Romanesque style, and the basement and the first storey will be of rock face brown Credit Valley stone.

Berlin wants the Grand Trunk to build a new station.

Petrolea is to have a new Y.M.C.A. hall at a cost of about \$15,000.

Wilfrid Barbeau, plumber, Ottawa, has assigned to W. A. Cole, and a meeting of creditors will be held on the 18th inst.

The Windsor Y.M.C.A. directors have adopted plans and specifications for a new building of their own.

CATALOGUES RECEIVED.

THE CANADA PAINT CO.

One of the most comprehensive catalogues which it has been our good fortune to see is that mailed to us by the Canada Paint Co. From what we can gather, in looking through its interesting pages, there does not seem to be an unsalable line on the list. The catalogue is strictly up to date, and embraces the latest specialties, in coach colors, stains, varnishes, enamels and other items for beautifying and preserving. The general arrangement is simplicity itself, and can be readily understood by anyone. For ordering by mail the Canada Paint Co.'s list will be found a valuable aid.

FERRIS WHEEL AGAIN REVOLVES.

The Ferris wheel, which was a mechanical attraction at the Chicago World's Fair, has been removed from the original site and reconstructed with improvements, on North Clark street, near the northern end of Lincoln Park, Chicago. It was put through a trial operation on its new site a few days since and the machinery worked perfectly. A clear and distinct view of Evanston is seen to the north. To the south one can see South Chicago with the mammoth steel works and shipyards. The wheel will be run permanently as an amusement enterprise. Various new features will be added, such as buffet and tally-ho cars, etc.—Journal of Commerce, Chicago.

IRONMONGERS AND THEIR WINDOWS.

I have had the opportunity of perusing the balance-sheet of a tradesmen's plate-glass insurance company, established in one of the manufacturing towns in the West Riding, and must congratulate the tradesmen upon the success of their efforts. The tradesmen several years ago came to the conclusion that they could, by combination, insure their plate-glass windows for less than they paid the ordinary companies, and accordingly they formed a society which has proved a decided success, the money now in hand being well into three figures after meeting all

claims, etc. The society has attracted the attention of tradesmen in other towns, who have asked to be allowed to become members. I would suggest to my ironmonger friends that it is worth considering whether they should form similar societies in their own towns, or, what would perhaps be better,

organize a plate-glass insurance society for the benefit of ironmongers throughout the kingdom. Such a society could be worked very economically, and the profits could be divided among the members. I commend the suggestion to the consideration of the trade associations.—Vulcan, in Ironmonger.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL



CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C.

BRUSHES

R
U
S
H
E
S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

GEORGE SPENCE, general merchant, Uffington, has assigned to C. L. Peniston, Toronto.

Desire Chaput, general merchant, Egypte, Que., has assigned.

W. Steele, tinsmith, Carleton Place, has assigned to M. J. McFarlane.

Campbell Bros., hardware merchants, etc., Winnipeg, have assigned.

G. L. Lemire, general merchant, Drummondville, Que., has assigned.

Chas. Brillard, general merchant, St. Sebastien de Bruce, Que., has assigned.

Z. Cordeau, general merchant, Acton, has compromised at 50c. on the dollar, cash.

M. B. Berry, dealer in asbestos, Quebec and Lorette, is seeking an extension.

C. A. Philips, lumber, Bristol, N.B., is asking an extension of 4, 8, 12, and 16 months.

Mrs. Joseph Boutel, St. Severin, Que., is offering to compromise at 40c. on the dollar.

Israel Rheault, general merchant, Stanfold, Que., has compromised at 50c. on the dollar.

D. D. Edwards, general merchant, Franktown, has compromised at 40c. on the dollar.

John A. McDonald, general store, Baddeck, N. S., has assigned to Alex. McDonald.

J. N. Turcotte, general merchant, Drummondville, Que., has compromised at 65c. on the dollar.

John Cunningham, general storekeeper, Pembroke, is offering to compromise with his creditors.

J. C. Lilois, general merchant, Montmagny, Que., is offering to compromise at 65c. on the dollar.

D. A. Mackenzie & Co., varnish manufacturers, Toronto, are offering to compromise at 33⅓c. on the dollar.

Albert Vipond, general merchant, Hudson, Que., who has assigned, will meet his creditors on the 18th inst.

A demand of assignment has been made upon Holler & Hecker, importers of hardware and fancy goods, Montreal.

L. Rothschild & Co., general merchants, Ottawa and Baie des Peres, are offering to compromise at 60c. on the dollar.

The creditors of Messrs. Graham & Cathcart, general store, Stittsville, met in Assignee Tew's office Monday, when a statement was presented showing assets of \$3,000 and liabilities of about \$5,000.

CHANGES.

Louis Vanesse, tinsmith, St. Maurice, Que., has left the place.

J. H. Johnston, general merchant, Grafton, is closing out business.

H. Parkman, carriages, Windsor, N.S., has sold out to Wm. Graves.

Charles Kramer, general merchant, Blyth, has removed to Owen Sound.

Wm. Welch, general merchant, Listowel, has been succeeded by August Greve.

Mrs. Joseph Chaurette, general merchant, Ste. Elizabeth, Que., is going out of business.

H. J. Gonder, agricultural implements, Welland, has been succeeded by R. Moore & Co.

G. J. Vaughan, general store and lumber, Pointe Wolfe, N.B., has sold out to C. T. White.

T. W. Tate, general merchant, Embro, has sold hardware stock to W. J. & R. Geddes.

Turnbull & Davidson is the name of a new firm of pump manufacturers recently started in Manitou, Man.

Mahaffy & Chuskill, general merchants, Battleford, N. W. T., are selling out Lethbridge branch to the A. Macdonald Co.

SALES MADE AND PENDING.

The assets of J. A. Desilets, hardware merchant, Louiseville, Que.

The general stock of Walter Nutt, Eaton, Que., has been sold at 61c. on the dollar.

The stock of Laird & Chiput, general merchants, Joliette, Que., has been sold at 62c. on the dollar.

The stock, etc., of R. J. Hovenden, wholesale and retail paints, is to be sold by auction on the 18th inst.

The assets of F. X. Labranch, general merchant, Thetford Mines, Que., have been sold at 56c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Ross & Moret, general merchants, Fort Saskatchewan, N.W.T., have dissolved.

Heller & Harron, blacksmiths, Port Elgin, have dissolved, and been succeeded by Harron Bros.

L. J. Boivin and J. M. Wilson have registered a partnership in Montreal to carry on business as dealers in plate glass, under the style of Boivin & Wilson.

FIRES.

Geo. Hawkins, glue manufacturer, Port Hope, has been burned out.

John G. Clark, general merchant, Berwick, N.S., has been burned out; insurance on stock, \$800, and on building, \$400.

DEATHS.

J. C. Keegan, general merchant, Richmond, Que., is dead.

Henri Pianté, general merchant, St. Narcisse, Que., is dead.

RAPID WORK.

An example of rapid erection of structural iron and steel work for skeleton fire-proof buildings is the Siegel-Cooper building, at Eighteenth and Nineteenth streets and Sixth avenue, New York city, the setting of the frame work of which was completed January 29. The foundations for the building were delivered complete to Milliken Bros., New York, contractors for the iron

work, on November 1. During November the owners offered the contractors a bonus in consideration of their anticipating the contract time requirements for the erection of the frame work, including the roof tier complete. Notwithstanding the strike on the building, from November 18 to December 18, the contractors were enabled to complete the setting of the last beam, column, bolts and tie-rods on the roof tier on January 28, the time in which they were to complete this work in order to win the bonus being February 1. Excepting a portion of the columns and beams in the first tier, which were put up by hand owing to the previous incompleteness of the foundations, the work has been entirely erected by machinery, the actual working time being exactly nine weeks since the foundations were finally completed, deducting the strike period. In this time seven complete tiers of work, amounting to between 7,000 and 8,000 tons of material, have been erected. —Engineering News.

RAILWAY SAFETY DEVICE.

The latest addition to the devices designed for increasing the safety of railway traveling is the invention of an engineer of the Western Railway of France. This apparatus is intended to secure communication between trains, the object being to preserve a given and suitable space between those traveling on the same pair of rails. The rails are, in the first place, electrically connected so as to insure perfect electrical continuity, each line of rail, however, being as far as possible insulated from the other. In order to effect this the rails are at their point of junction electrically bonded or connected together. The warning apparatus consists of two electro-magnets or coils, which, by the aid of levers, operate the whistle or automatic brake. Placed in connection with these are three galvanometers—one to indicate to the engineer whether or not he is in the vicinity of danger. As the trains approach each other the current traversing the rails is augmented and the galvanometer shows not only the direction in which the train is approaching, but its approximate distance. It is said that a warning can be thus covered a distance of 600 to 1,000 meters, and that the system is applicable to the operation of gates at level crossings or signals. This apparatus has excellent theoretical points, but whether it can be made strong enough to withstand the very rough treatment to which it would be subjected on a locomotive engine has yet to be determined.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 to 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.

Thos. Forrester, 208 St. James Street, Montreal
Manufacturer of Rubber Goods and Weather Strip of all kinds.

**FOR IRON FENCING
BANK AND OFFICE RAILINGS**



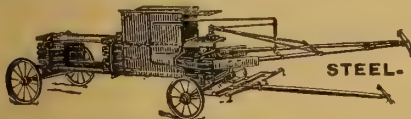
and all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

**DEDERICK'S PATENT STEEL SHELL
HAY PRESSES.**

Made of Steel—lighter, stronger, more power, everlasting, and competition distanced.



Also all styles of Bale Ties made from the Best Steel Wire. A full line of repairs for Dederick's presses always on hand.

Manufactured by **BOYD & CO.**, Huntingdon, Q.

**ADVANCED!
WHAT?**

All kinds of Raw Material; but we are determined to keep our well known brand

**UNICORN
MIXED PAINTS**

at the same popular price as before—How do we do it? We turn out such big quantities that we can be satisfied with small profits, and our paints are the

BEST IN AMERICA.

A. RAMSAY & SON, MONTREAL

CUTLERY

H. BOKER & CO.



Pen Knives in large varieties

ALSO

SCISSORS AND RAZORS

Caverhill, Learmont & Co.
MONTREAL

HOW NOT TO TREAT CLERKS.

I GOT a magnificent example the other day of how not to treat clerks, says a writer in a contemporary. I was in a certain retail store out in West Philadelphia. It is a first-class store, and right up to date in most things. The proprietor has the name of being prosperous, and I guess he is, but he don't know how to treat clerks, all the same.

This special clerk was called upon to wait on a young lady while I was in the store. She was one of these flirty kind, you understand, who wouldn't lose a chance to captivate anybody. The clerk was a good-looking fellow, so the girl struck up a conversation. The clerk was right with her, as it were, and held up his end bravely. All this time he was waiting on her as quickly as anybody could.

While the heads of the clerk and girl were bent over the memorandum he had drawn up, the proprietor called over from the other side of the store:

"Wake up there, Jim. What do I pay you for—to loaf my time away like that? Get to work, now!"

There were several other customers in the store, and they, of course, turned and stared at the unlucky clerk. The latter's face flushed, and he looked thoroughly ashamed and uncomfortable. So did the girl. She probably gets her things somewhere else now.

I stayed in the store probably fifteen minutes after that, and the clerk was in a white heat of passion. I had a moment's conversation with him before I left.

"—old skinner!" he said, "to treat a man like a dog! I'll get even with him if it takes me ten years!"

The poor fellow felt sore, and I couldn't wonder at it. It don't seem to me, if I were a boss, that I would like to have my employees feel like this toward me.

HONEST COMPETITION.

Only one legitimate basis for competition exists, and that is merit, says an exchange. The man who considers cheapness of more consequence than quality, and a variable price list more valuable than a reputation for fair and trustworthy methods, is wielding a two-edged sword which sooner or later will cut his own throat as well as that of his neighbors. To this kind of so-called competition is due the cultivation of those false ideas of value which have made that misleading misnomer, the "bargain counter," a necessary adjunct to retail selling. Under-selling is not competition, although it too often parades as such, for eventually it injures rather than stimulates trade, because its practice is either a sacrifice of rightful profits, a loss which no dealer can long sustain, or a fraud on the public, which is disastrous to reputation. Rational and healthy competition concerns itself with building up a reputation for straightforward methods, for good qualities in goods offered, and honest value for fair prices; in short, "live and let live" is the countersign of legitimate and honorable competition.

1875. **COVERT'S** 1895.



Our **TRIUMPH Snap** with flat spring, and **BANNER Bolt Snap** with spiral spring, take the lead in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

For quotations on Cast Iron Columns, Pilaster Stairs, and Architectural Iron Work, Machinists' and General Castings, write

WM. RODDEN & CO.

110-120 Ann St

MONTREAL



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

**The Saint John Bolt
& Nut Works**

ALEX. RANKINE, Proprietor
St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

**Horseshoe
Sharpening Vises**

Every Blacksmith needs one.

**THEY WORK WELL
THEY LAST WELL
THEY SELL WELL**

A. B. JARDINE & Co.

HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Feb. 14, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.		
I.C., usual sizes	\$5 25		
I.X.	6 50		
I.X.X., "	7 75		
R. & Co.—			
I.C.	5 25		
I.X.	6 50		
I.X.X., "	7 70		
Raven & P. D. Grades—			
I.C., usual sizes	3 75	4 00	
I.X.	4 75	5 00	
I.X.X., "	5 75	6 00	
I.X.X.X., "	6 75	7 00	
D.C., 12½x17	3 50	3 75	
"X.	4 50	4 75	
D.X.X.	5 75	6 00	
NOTE.—Other brands might be shaded by 25c per box.			

Coke Plates—Bright.

Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.

Dean or J. G. Grade			
I.C., 20x28, 112 sheets	6 00	6 25	
I.X., Terne Tin	8 25	8 50	

Charcoal Tin Boiler Plates.

Cookley Grade	Per lb.		
X.X., 14x56, 50 sheet hxs			
" 14x60, "	0 06	0 06¼	
" 14x65, "			

Tinned Plates.			
72x30 up to 24 gauge	0 06	0 06	
" 26 "	0 06		
" 28 "	0 07¼	0 07½	

Iron and Steel.

Common Bar, per 100 lbs	Base Price.		
Refined	2 35	2 65	
Horse Shoe	2 60	2 75	
Band	2 20	2 20	
Hoop	4 00	4 25	
Swedish	2 50	2 50	
Sleigh Shoe Steel	3 00	3 25	
Tire Steel	2 75	3 00	
Machinery	0 10	0 11	
Cast Steel, per lb	0 10½	0 14	
Russian Sheet, per lb	2 00	2 25	
Tank Plates, 1-5 and thicker	4 50	5 00	
Boiler Rivets			

Boiler Tubes.

2-inch	0 10½		
3-inch	0 13½		

Steel Boiler Plate.

¼ inch	2 45		
½ "	2 35		
¾ " and thicker	2 25		

Sheet Iron.

8 to 20 gauge	2 40	2 50	
22 to 24 "	2 25	2 35	
26 "	2 35	2 45	
28 "	2 50	2 65	

Canada Plates.

All dull	2 40		
Half polished	2 50		
All bright	3 00		

Iron Pipe.

Wrought, ¼, ¾, 1½ p.c.; ½ to 1¼ in. 65 and 10 1½ to 2 in. 70 p.c.			
Galvanized, 50 p.c.			
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.			

Galvanized Iron.

Adams, Gordon Crown and Queen's Head -

Per lb. Per lb.			
16 to 24 gauge, per lb.	0 04½	0 04¾	
26 gauge, "	0 04¼	0 05	
28 "	0 05	0 05½	
16 to 24 gauge, per lb.	0 04	0 04½	
26 gauge, "	0 04¼	0 04¾	
28 "	0 04½	0 04¾	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00		
" ½ " " "	4 75		
" 5-16 " " "	4 00		
" ¾ " " "	3 75		
" 7-16 " " "	3 35		
" 1 " " "	3 25		
" 9-16 " " "	2 95		
" 5 " " "	2 85		
" 3 " " "	2 75		
Trace, per doz. pairs	3 60	5 90	
German coil, per 100 ft.	1 65	2 70	

Jack chain, iron, single, per doz. yards

Jack chain, double, per doz. yards

Jack chain, brass, single, per doz. yards

Copper.

Ingot.

English B. S., ton lots	0 11¾	0 12	
Lake Superior	0 11¾	0 12	

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches	0 20	0 22	
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.			

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16	
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½	

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17	
" 35 to 45 "	0 15	0 15½	
" 50 lb. and above, "	0 14½	0 15	

Boiler and T. K. Pitts.

Plain Tinned, per lb

Spun, per lb

Wire.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 26	0 28	

Brass.

Roll & Sheet, 14 to 26 gauge

" 27 to 30 "

" 30 and up

Sheets, hard-rolled, 2x4 ft.,

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½	
Domestic "	0 03¾	0 04	

Zinc Sheet.

5 cwt. casks	0 04¾		
Part casks	0 05		

Lead.

Imported Pig, per lb	0 03¾	0 03½	
Domestic, per lb	0 03	0 03	
Bar, 1 lb.	0 04½	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾	
by roll.	0 04¼	0 04½	

NOTE.—Cut sheets ½ cent per lb. extra.

Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

Per lb. Per lb.			
Bar half-and-half	0 12½	0 13	
Standard	0 11½	0 12	
Wire	0 17	0 19	

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½	
Other makes, per lb	0 09½	0 10	

White Lead.

Per cwt.			
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75		

No. 1 do

No. 2 do

No. 3 do

Brandram Bros. Genuine

" Decorative

(f.o.b. Halifax, St. John, Montreal, Toronto.

James' genuine

No.

Prepared Paints

(In ¼, ½ and 1 gallon tins.)

Pure, per gallon

Second qualities, per gallon

Barn (in bbls.)

Sherwin-Williams

Colors in Oil.

(25 lb. tins, Standard Quality.)

Venetian Red, per lb

Chrome Yellow

Golden Ochre

French

Marine Black

" Green

Chrome

French Imperial Green

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt

Yellow Ochre (J.F.L.S.) bbls. per cwt

Yellow Ochre (Royal), per cwt

Venetian Red (best), per cwt.

English Oxides, per cwt.

American Oxides, per cwt.

Canadian Oxides, per cwt.

Paris Green, per lb

" 100 lb. drums

Burnt Sienna, pure, per lb.

" Umber, "

do. aw

Drop Black, pure

Chrome Yellows, pure

Chrome Greens, pure, per lb.

Golden Ochre

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69		
Extra	0 90		
Brown Japan	0 65		
Brown Japan, Turpentine, p.e.	0 85		
No. 1 Carriage, per gal	1 30		
Gold Size Japan, "	1 00	1 20	
Pure Orange Shellac	2 10	2 15	
Hard Oil Finish	1 30		
Oil Shellac	1 40		
White Shellac	2 40		

Linseed Oil.

(In bbls.)

Raw, per gal	0 50	0 51	
Boiled, per gal	0 53	0 54	

Turpentine.

(In bbls.)

Barrel lots	0 42		
"	0 43		

Castor Oil.

Best, per lb	0 06½	0 07½	
--------------------	-------	-------	--

Cod Oil.

Cod Oil, per gal	0 50	0 51	
------------------------	------	------	--

Glue.

(In bbls.)

Common	0 07¾	0 08	
French Medal	0 10	0 10½	
Cabinet, sheet	0 11	0 12	
White, extra	0 16	0 18	
Gelatine	0 20	0 30	
Strip	0 16	0 18	
Coopers	0 19	0 20	
At clear	0 09		
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.			

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.			
Rim Fire Pistol, dis. 45 p. c., Amer.			
Rim Fire Cartridges, Dom., 50 and 5 p. c.			
Rim Fire, Military, net list, Amer.			
Central Fire Pistol and Rifle, 18 per cent. Amer.			
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.			
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			
Central Fire, Military and Sporting, Amer., net list. B. B. Caps, discount 45 per cent., Amer.			
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.			

Shot.

Canadian, common, 17½ per cent. Brass Shot Shells, 55 and 10 per cent. Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb			
Best thick white felt wadding, in ½-lb bags	1 00		
Best thick brown or grey felt wads, in ½ lb. bags	0 70		
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99		
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35		
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55		
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20		
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25		
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2		

Chemically prepared black edge grey cloth wads, in boxes of 250 each -	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each -		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis., 60 p. c. off new list.		
Tire, dis., 60 per cent.		
Stove, dis., 60 per cent.		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each.	5 00	7 50
------------------------------	------	------

Braces.

Barber	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City, "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis., 75 and 10 per cent.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.**Socket, Framing and Firmer.**

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent., from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0 60
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencers, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis, per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond, Per 100 ft		
14 to 20	4 45	5 50
20 to 24	4 50	6 00
24 to 28	4 55	7 00
28 to 32	4 60	8 00
32 to 36	4 65	9 00
36 to 40	4 70	10 00
40 to 44	4 75	11 00
44 to 48	4 80	12 00
48 to 52	4 85	13 00
52 to 56	4 90	14 00
56 to 60	4 95	15 00
60 to 64	5 00	16 00
64 to 68	5 05	17 00
68 to 72	5 10	18 00
72 to 76	5 15	19 00
76 to 80	5 20	20 00
80 to 84	5 25	21 00
84 to 88	5 30	22 00
88 to 92	5 35	23 00
92 to 96	5 40	24 00
96 to 100	5 45	25 00
100 to 104	5 50	26 00
104 to 108	5 55	27 00
108 to 112	5 60	28 00
112 to 116	5 65	29 00
116 to 120	5 70	30 00

Window. Box Price.		
Star.	Per 100 ft.	
14 to 20	2 50	
20 to 24	2 60	
24 to 28	2 70	
28 to 32	2 80	
32 to 36	2 90	
36 to 40	3 00	
40 to 44	3 10	
44 to 48	3 20	
48 to 52	3 30	
52 to 56	3 40	
56 to 60	3 50	
60 to 64	3 60	
64 to 68	3 70	
68 to 72	3 80	
72 to 76	3 90	
76 to 80	4 00	
80 to 84	4 10	
84 to 88	4 20	
88 to 92	4 30	
92 to 96	4 40	
96 to 100	4 50	
100 to 104	4 60	
104 to 108	4 70	
108 to 112	4 80	
112 to 116	4 90	
116 to 120	5 00	

KNIVES.			Bailey's (Stan. R. & L. Co.), 50 per cent.			SCALES.			Swedes, upholsterers', American (1 to 6 oz)..... 60		
Claus, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			Miscellaneous, dis. 25 per cent.			Gurney Scales, 50 p.c.			Swedes, upholsterers', American (8 to 24 oz)..... 66 2/3		
Hay knives, spear point, L or T handle, 60 per cent.			Bailey's Victor, 25 per cent.			B. S. & M. Scales, 50 p.c.			Swedes, carpet, gimp, lace brush, blued and tinned..... 35		
Lightning, per doz..... 6 50 8 40			PLANE IRONS.			Champion, 60 per cent.			Zinc tacks..... 40		
Heath's, 52 1/2 p.c.			English, per doz..... 2 00 5 00			SCRAPERS.			Copper tacks and nails..... 35		
LADLES.			Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			Box, per doz..... 2 10 4 50			Leather carpet tacks..... 30		
Melting, per doz..... 1 70 4 50			Button's Imitation, per doz..... 5 00 9 00			Foot, "..... 0 40 3 50			Trunk nails, black and tinned..... 65		
LEMON SQUEEZERS.			German, per doz..... 0 60 2 60			SCREENS.			Clout nails..... 66 2/3		
Porcelain lined, per doz..... 2 20 5 60			PLUMBS AND LEVELS.			Window, patent, per doz..... 3 50 4 50			Cigar box nails..... 45		
Galvanized, "..... 1 87 3 85			R. & L. Co., dis. 70 and 10 p.c.			Door, per doz..... 8 75 9 00			Lining nails in papers..... 10		
King, wood, "..... 2 75 2 90			POPPERS.			Sargent's, per doz..... 0 65 4 00			" " solid heads, in bulk..... 42 1/2		
Glass, "..... 4 00 4 50			Corn, square, per doz..... 1 35 2 00			SCREWS.			Saddle nails in papers..... 10		
All glass, "..... 1 20 1 30			PRUNING SHEARS.			Wood, F. H., iron, and steel, dis. 77 1/2 p.c.			Tinned capped trunk nails..... 15		
LINES.			Per doz..... 4 00 5 50			" R. H., " dis. 72 1/2 p.c.			English, ass skin, per doz..... 2 75 5 00		
Fish, per gross..... 1 05 2 50			PULLEYS.			" F. H., brass, dis. 75 p.c.			English, Patent Leather..... 5 50 9 75		
Chalk, "..... 1 90 7 40			Hothouse, per doz..... 0 55 1 00			" R. H., " dis. 70 p.c.			Chesterman's, each..... 0 90 2 85		
LOCKS.			Axle..... 0 22 0 33			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			" steel, each..... 0 80 8 00		
Canadian, dis. 50 p.c.			Screw..... 0 27 1 00			Bench, wood, per doz..... 3 25 4 00			THERMOMETERS.		
Russell & Erwin, per doz..... 2 90 7 50			Awning..... 0 35 2 50			Iron, "..... 4 25 5 75			Tin case and dairy, dis. 75 to 75 and 10 p. c.		
Cabinet, ".....			PUMPS.			SCYTHES.			Asbestos, filled, per doz., 35 to 40 p. c.		
Eagle, dis. 40 to 42 1/2 p.c.			Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Discount, 60 p.c. revised list.			TIES.		
Padlock, ".....			Pitcher spout, 70 to 70 and 5 p.c.			Canadian, dis. 40 to 45 p.c.			COW, per doz..... 1 25 2 50		
English and Am., per doz..... 0 50 6 00			Canadian cistern, 60 to 62 1/2 p.c. from factory.			SHEARS.			TINNERS' TOOLS.		
Scandinavian, "..... 1 00 2 40			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., jappaned, dis. 75 p.c.			P. S. & W., net list.		
Eagle, dis. 15 to 17 1/2 p.c.			PUNCHES.			B. & W., N.P., dis. 65 p.c.			Canadian, 35 to 37 1/2 per cent.		
MALLETs.			Saddlers', per doz..... 1 00 1 85			Seymour's, dis. 60 p.c.			TINWARE.		
Tinsmiths', per doz..... 1 25 1 50			Conductors', "..... 9 00 15 00			Etna, dis. 75 to 75 and 10 p.c.			Stamped, dis. Assn. list, 80 per cent		
Carpenters', hickory, per doz..... 1 25 3 75			Tinners' solid, per set..... 0 00 0 72			Heinisch, dis. 60 p.c.			Jappaned, prices on application.		
Lignum Vitae, per doz..... 3 85 5 00			" hollow, per inch..... 0 00 1 00			Bristol, jappaned, 80 p.c.			Pieced, prices on application.		
Caulking, each..... 1 60 2 00			PUTTY.			N.P., dis. 70 p.c.			TRANSOM LIFTERS.		
MATTOCKS.			Bladder, per lb..... 0 01 1/8			Claus, full nickel, 60 p.c.			Payson's, per doz..... 2 60		
Canadian, per doz..... 8 50 10 00			Tins, lbs..... 2 50 2 75			jappaned handles, 67 1/2 p.c. off.			TRAPS. (Steel.)		
MEAT CUTTERS.			RAIL.			Seymour or Heinisch tailor shears, 15 p.c.			Game, Newhouse, dis. 33 1/2 to 35 p.c.		
Enterprise, American, dis. 25 p.c.			Barn door, per foot..... 0 03 0 03 1/2			Sliding door, per set..... 0 77 1 40			Game, H. & N., P. S. & W., 62 to 60.10.		
MINCING KNIVES.			Sliding door, "..... 0 03 1/2 0 03 1/2			SHOVELS AND SPADES.			Game, steel, 70 to 70 and 5 p.c.		
American, per doz..... 0 42 2 35			Lanes, "..... 0 03 1/2 0 03 1/2			Canadian, dis. 42 1/2 p.c. special brands net price.			Mouse, per doz..... 0 35 1 50		
MOLASSES GATES.			RAKES.			SIEVES.			Rat, per doz..... 1 40 6 00		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			Cast steel and malleable Canadian, list dis. 60 p.c. revised list.			Wood rim, black, per doz..... 1 05 1 10			Disston's, discount 10 per cent.		
Cut Nails (Iron)—			Wood, 25 per cent.			" tinned, "..... 1 25 1 35			German, per doz..... 4 75 9 00		
1. Either Canada or American pattern—			RAZORS.			Tin rim, per doz..... 2 30 2 45			Brade's..... 5 00 10 50		
Basis—50 to 60 dy..... 2 50			Geo. Butler & Co.'s, per doz..... 8 00 18 00			" black..... 1 80 2 25			D. & S., discount 35 per cent.		
40 dy..... 2 55			Bokers', "..... 7 50 11 00			SNAPS.			TRIERS.		
30 dy..... 2 60			Wade & Butcher's, "..... 3 60 10 00			Harness, German, dis. 35 to 37 1/2 p.c.			Butter, per doz..... 6 25 9 00		
20, 16, and 12 dy..... 2 65			Arbenz's, "..... 9 00 18 00			Acme..... 3 00 5 00			TWINES.		
10 dy..... 2 70			Theile & Quack's, "..... 7 00 12 00			Lock, Andrews..... 4 50 11 50			Bag, Russian, per lb..... 0 21		
8 and 9 dy..... 2 75			RAZOR STROPS.			SOLDERING IRONS.			Wrapping, mottled, per pack..... 0 50 0 60		
6 and 7 dy..... 2 90			Carrier's, per doz..... 1 25 3 60			Per lb..... 0 00 0 24			Wrapping, cotton, per lb..... 0 17 0 18		
2. American pattern only—			RIVETS AND BURRS.			WROUGHT SPIKES.			Mattress, per lb..... 0 33 0 45		
From 4 to 5 dy..... 3 10			4 mos. or 3 per cent. cash 30 days.			Discount, 20 per cent.			Staging, "..... 0 27 0 35		
3 dy (lath)..... 3 50			Copper rivets, dis. 45 per cent.			SPOKE SHAVES.			Broom, "..... 0 30 0 55		
3. Canada pattern only—			Iron " dis. 55 per cent.			Wood, English..... 1 80 5 00			VISES.		
From 4 to 5 dy..... 3 00			Tinned and black rivets, 55 per cent.			Iron, American..... 1 35 2 35			Hand, per doz..... 4 00 6 00		
3 dy (lath)..... 3 40			Burrs, iron, 50 per cent.			SPOONS AND FORKS.			Bench, parallel, each..... 2 00 4 50		
3 dy, A.P. fine..... 4 10			Terms, 4 mos. or 3 per cent. cash 30 days.			Tea spoons, per gross..... 7 50 12 00			Coach, each..... 6 00 7 00		
Car lots 10c. less.			RIVET SETS.			Dessert, "..... 21 00 00 00			Peter Wright's, per b..... 0 12 0 13		
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			Canadian, dis. 30, 35 per cent.			Table, "..... 30 00 30 00			Pipe, each..... 5 50 9 00		
Wire Nails, 75 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.			ROPE.			Dessert Forks, "..... 24 00 00 00			Saw, per doz..... 6 50 13 00		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Sisal.....			Medium "..... 27 00 00 00			WASHER CUTTERS.		
NAIL PULLERS.			7-16 in. and larger, per lb. 7 00 9 1/2			Table "..... 36 00 00 00			Per doz..... 4 00 8 50		
German and American..... 1 85 3 50			1/4, 5-16, 3/8 in..... 7 1/2 15 17			Iron, per doz..... 1 65 2 90			Washers " Iron, " 40 per cent., 4 months or 3 per cent.		
NAIL SETS.			Russia Deep Sea..... 00 13			Steel, dis. 70 and 10 p.c. rev. list.			Well WHEELS.		
Square, round, and octagon, per gross..... 3 38 4 00			Jute..... 6 1/4 7 1/2			Try and bevel, dis. 50 to 52 1/2 p.c.			Amer., per doz., 8, 10 and 12 inch..... 3 38 6 00		
Diamond..... 12 00 15 00			RULES.			Fence, galvanized..... 0 03 1/2			WIRE.		
NETTING.			Boxwood, dis. 80 and 5 to 10 p.c.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Poultry, 65 and 10 to 70 per cent.			Ivory, dis. 37 1/2 to 40 p.c.			STAPLES.			Copper Wire, 10 per cent. rev. list discount.		
OIL.			SAD IRONS.			American, dis. 25 p.c.			Annealed, annealed and oiled, galvanized 20 per cent. discount.		
Canada refined oil (Toronto)..... 0 16 0 16			Mrs. Potts, per set..... 0 65 1 00			STOVE POLISH (CATCHPOLE'S).			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
Carbon safety "..... 0 18 0 19			N.P., per set..... 0 00 1 90			Stovepipe varnish, enamelled cans, per doz..... 1 75			Bright, coppered steel and spring, 20 p. c. f.o.b. Montreal, Toronto or Hamilton.		
Canada w. w. "..... 0 18 0 19			SAD HEATERS.			No. 1 stove paste, per gross..... 9 00			Broom Wire, per lb..... 0 05 1/2 0 06		
American w. w. "..... 0 00 0 20 1/2			Dome, Shepard's, per doz..... 4 75 5 00			No. 2 "..... 4 80			Clothes Line Wire, 19 gauge, per doz. coils..... 3 95		
S. r. seal, per gal..... 0 63 0 65			SAND AND EMERY PAPER.			STONE.			WIRE FENCING.		
OILERS.			B. & A. sand, 40 and 5 to 45 per cent.			Washita, per lb..... 0 28 0 50			Galvanized, 2 barb, 2 1/2 and 5 inches apart..... 0 03		
McClary's galvan. iron oil can, with pump, per doz..... 0 00 19 50			Emery, per quire..... 0 55 0 90			Hindustan, "..... 0 06 0 07			Galvanized, 4 barb, 4 and 6 inches apart..... 0 03		
Zinc and tin, dis. 50, 50 and 10.			SASH CORD.			Labrador, "..... 0 00 0 13			Galvanized, plain twist, all delv'd..... 0 03		
Copper, per doz..... 1 25 3 50			Per lb..... 0 22 0 50			Axe, "..... 0 00 0 15			" Lock Barb, " 4 point..... 0 00		
Brass, "..... 1 50 3 50			SASH LOCKS.			Turkey "..... 0 00 0 50			Glidden, 2 point..... 0 00		
Malleable, dis. 25 per cent.			Triumph and Morris, dis. 37 1/2, 40 per cent.			Arkansas "..... 0 00 1 50			Galvanized Barb, " Lyman, " 2 to 4 points..... 0 00		
PAIls.			Kempbell's, dis. 40, 62 1/2 per cent.			Water-of-Ayr "..... 0 00 0 10			Steel Staples..... 0 03		
Galvanized, per doz..... 2 25 3 30			Canadian, dis. 45, 50 per cent.			Scythe, per gross..... 3 50 5 00			Terms, 60 days or 2 per cent. in 30 days.		
PENCILS.			SASH WEIGHTS.			Grind, per ton..... 15 00 18 00			Freight prepaid on lots of 1,000 lbs. or over.		
Dixon's, per gross..... 1 00 4 25			Sectional, per 100 lbs..... 1 40 1 50			TACKS, BRADS, ETC.			WIRE CLOTH.		
Carpenter..... 2 25 3 60			SAWS.			Cheese-box tacks, blue..... 66 2/3			Ordinary, discount 25 per cent.		
PER DOZ..... 6 00 9 00			Crosscut, McMillan & Haynes, per dozen..... 0 40 0 70			Trunk tacks, black..... 60			Painted Screen, per 100 sq. ft. 1 60		
PICTURE NAILS.			" Empire, " McMillan & Haynes, per ft..... 0 00 0 70			" tinned..... 66 2/3			WRENCHES.		
Porcelain head, per gross..... 1 65 3 00			Hand, Disston's, dis. 10, 12 1/2 p.c. S. & D., 40 to 40 and 10 per cent.			B.B.B. iron carpet, bright or blued (in kegs)..... 30			Acme, 35 to 37 1/2 per cent.		
Brass head, "..... 0 40 1 00			Crosscut, per ft..... 0 35 0 55			B.B.B. iron carpet, tinned (in kegs)..... 30			Agricultural, 70 and 10 to 75 per cent.		
PLANES.			S. & D., dis. 35 p.c. on Nos. 2 and 3.			B.B.E. cut tacks (in bulk)..... 45			Standard, dis. 60, 60 and 10 per cent.		
Wood, bench, Canadian dis. 60 per cent., American dis. 57 1/2.			Hack, complete, each..... 0 75 2 75			" (in dozens, 1 to 24 oz.)..... 30			Coe's Genuine, dis. 32 1/2 to 35 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			frame only..... 0 00 0 75			" 1/2 weights..... 30			Diamond, dis. 33 1/2 to 35 per cent.		
			SAW SETS.			" tined..... 45			Towers Engineer, each..... 2 00 3 00		
			" Lincoln, " McMillan & Haynes, per doz..... 0 00 7 50			Swedes, cut tacks, genuine, blued and tinned..... 52 1/2			" S, per doz..... 5 80 7 00		
			Whiting..... 6 87 7 00			Swedes, upholsterers', genuine..... 50			G. & K.'s, per doz..... 6 00		
									Burrell's Pipe, each..... 3 40		
									Pocket, per doz..... 1 25		

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Incorporated

++

Authorized Capital, - \$5,000,000
Subscribed Capital, - - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of **\$100,000.00** of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.

MONTREAL

**MONTREAL SMELTING AND
REFINING WORKS**

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

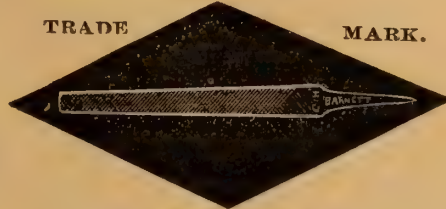
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable paper stock and are finished with double thickness eyelets.

These tags, made to carry invoices, serve the double duty of Tag and Envelope, saving postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

A DEVELOPMENT ! . . .

NOT AN EXPERIMENT



To secure decoration with harmony, harmony with beauty, beauty with durability, and all without extravagance, it is necessary to know the countersign to artistic treatment. **We know it.**

IT HAS BEEN OUR PASSPORT TO SUCCESS

HERE IS THE FORMULA

We use only the **Highest Grade** pigments in the manufacture of our paints.

We grind with **Pure Linseed Oil.**

We produce the **Latest** and **Most Durable** colors.

We have the **Latest** and **Most Improved** machinery.

And by keeping before us the **economics** of the question, together with our large output, we are able to put into the hands of our customers, at a **moderate price**, a quality of paint **second to none** on this continent.

We follow out the above method **to the letter**, and the substantial, ever-increasing demand for our manufacture is the surest indication we are on the right track.

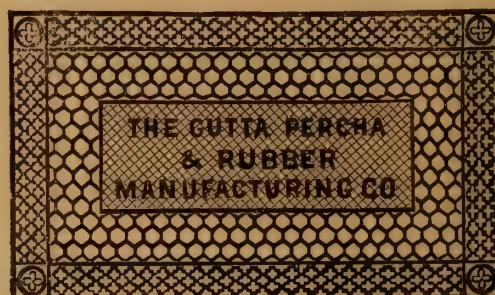
The
James Robertson Co., Ltd.

TORONTO

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.



Poultry Netting

Green Wire Cloth

We have these goods in all sizes at correct prices. Now is the time to book your orders if you have not already done so. Don't wait till the last minute and run chances of losing sales. QUOTATIONS SENT UPON APPLICATION.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, FEBRUARY 22, 1896.

No. 8.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

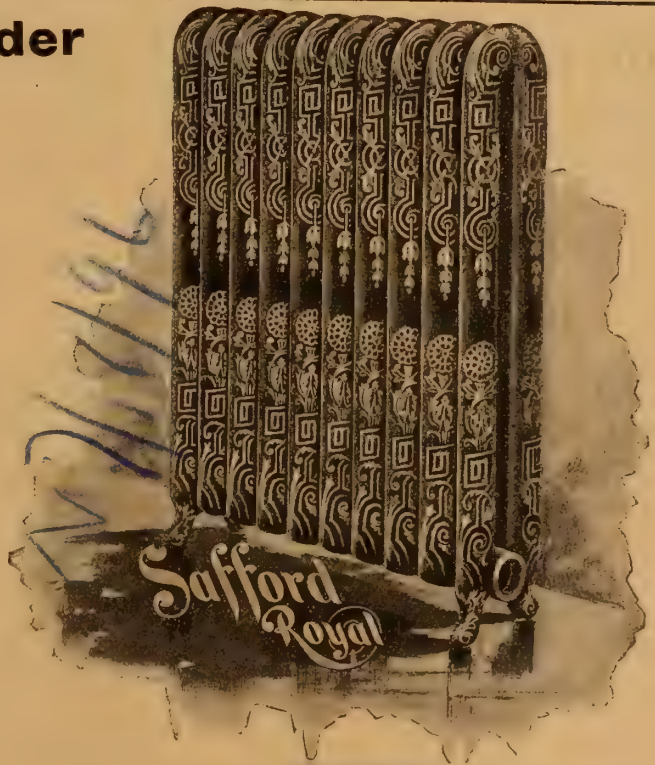
**Largest Manufacturers under
the British Flag**

Against all contesting nations

**“Safford” Patent
Radiators**

have been accorded the greatest honors!

No Bolts, Screwed Joints



The **Toronto Radiator Mfg. Co.**

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers

Write for Our Catalogue of

BICYCLE Accessories

RICE LEWIS & SON

LIMITED

Cor. King and Victoria
Streets

TORONTO

"No effect without
a cause"

WHY is it that there are more

"STEEL-CLADS"

sold by 50
per cent.
than all
others put
together?

THINK OF IT!



THE TORONTO STEEL-CLAD BATH
AND METAL CO. LTD.

125-127 Queen St. East
114-116 Richmond St. East

TORONTO.

YOU WANT OUR

*Factory
Milk Can
Trimmings*



THEY ARE MADE TO STAND THE WEAR AND TEAR

THE TRADE ENDORSE THEM

THE PEOPLE USE THEM

YOU BUY THEM AND YOU'LL LEAD

*Tinned Iron Stock for all sizes
on hand*

Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 22, 1896

No. 8

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

HAVE FORMED AN ASSOCIATION.

HARDWARE AND METAL'S prognostications regarding the formation of an association among the linseed oil and turpentine dealers of Toronto and the West have been realized: organization has been completed. A meeting held on Friday week advanced proceedings, and on Wednesday the formation of the association was finally consummated. The president of the organization is Mr. Alex. A. McMichael, of the James Robertson Co., Ltd., and the secretary is Mr. E. Fielding.

As a result of the organization, a stop has been put to the senseless cutting which has obtained for the past five or six weeks, while prices have been advanced 3 to 4c. per gallon. Prices on linseed oil are now:

	4 to 9 lbs.	1 to 4 lbs.
Raw	54c.	55c.
Boiled.....	57c.	58c.

These prices include freight allowance to all stations within the territory governing the association. This territory includes all that part of Ontario lying west of the 79th parallel. This enables the association to include within its sphere such places as Oshawa and Port Perry, which the old association did not.

The advance in quotations is not so large as at first glance would appear. The quotations obtaining to within a few days ago were 49c. for raw and 52c. for boiled, or from five to six cents lower than those just fixed, but it must be remembered that these were f.o.b. Toronto, while those now ruling include pre-payment of freight. The average cost of freight per gallon is two cents, so

that under the same conditions as before the present figures would mean 52 to 53c. for raw and 55 to 56c. for boiled. But it must furthermore not be forgotten, that 49 to 52c. were really below the cost of the last couple of weeks of carload lots from the manufacturers, a war regarding prices having broken out among the Toronto jobbers. As, with association or no association, the jobbers were obviously entitled to an advance of from one to two cents per gallon at the very inside on the cut figures, it cannot be said that there has been an inordinate appreciation.

The price of turpentine has also been advanced, but hardly to the same extent as linseed oil, the quotations now being:

1 to 4 barrel lots	46c.
4 to 9 " "	45c.

These figures also include freight allowance. Turpentine coming under a higher class, the average freight on it is about 2½c. per gallon.

Turpentine in the south advanced ¾c. per gallon a few days ago, and although there has been a reaction of ¼c., the market has since ruled strong.

The association is held to be stronger than its predecessor, which died about two years and a half ago, although simpler in its rules and regulations.

Of the members of the old organization, all but one is affiliated with the new, and he has declared his intention of standing by the prices fixed by the association, while three Toronto firms that were not numbered in the membership of the old are now enrolled in the new. Practically all the Toronto and western jobbers are members.

As a guarantee of good faith each member of the association has deposited a marked cheque for one hundred dollars.

As stated would be probable in last week's issue, the price is to be fixed by a committee which will meet every Friday.

One thing overlooked at Wednesday's meeting was the northern boundary of the association's territory. As the clause now reads, Port Arthur would even be included, but this could scarcely be contemplated, the freight rate there on linseed oil being about 9c. per gallon. This point will probably be

more clearly defined at a meeting which is to be held this week.

The association which has been launched is, apparently at least, a fairly strong organization. It is to be hoped it will not at any time exercise its strength to unduly appreciate prices. The unpopularity which surrounds most organizations of this kind is because of a failure to exercise care in this particular. When an association strikes out too boldly there is always a foeman to arise and do it battle.

THE PROPOSED WHITE LEAD AGREEMENT.

FOR some weeks the price of white lead in Toronto and the West has been below a parity with the dry article on the Newcastle market. **HARDWARE AND METAL** has seen communications pointing this out and expressing surprise that the grinders on this side were so shortsighted as to continue the present figures in view of the strength of the situation in the primary markets.

As pointed out in **HARDWARE AND METAL** a week or two ago, the British Admiralty has purchased enormous quantities of white and red lead recently, with the result that prices have appreciated to a marked extent.

According to latest mail advices the price of dry lead in Newcastle is £16 2s. 6d. per ton, which is within a fraction of the actual cost of pure white lead in oil on the Toronto market. Prices in Toronto, however, have continued to rule as before.

Within the last few days, however, a movement has been set on foot to induce the grinders and jobbers in Toronto and the West to arrive at an agreement, and a gentleman who has been deputed to pilot the scheme is now actively engaged in canvassing the different interests concerned.

What the result will be **HARDWARE AND METAL** is not in a position to state. But the grinders think the chances of forming an association are much more satisfactory than they have hitherto been, aside from the favorable condition of the primary markets, two of the unfavorable elements which have previously existed no longer being factors.

AN EXPORT DUTY WOULD HELP TRADE.

MR. LAHAIE, one of **HARDWARE'S** readers in Buckingham, P.Q., who was in town last week, said that while trade was very fair, still the business of his district was capable of great expansion. They had unusually fine water privileges, which were not utilized to their fullest capacity. There are large quantities of spruce timber, which make the best pulp in the world. The American paper makers are cutting this wood and taking it to the States to manufacture into pulp and paper, employing all the labor that should be done in Canada. The logs are admitted free to the States, but a heavy duty is charged on pulp. If the Dominion Government would put an export duty on the logs, the Americans would have to manufacture the pulp, and eventually the paper, in Canada.

It is the duty of business men everywhere to consider the importance of this and similar questions, and insist that their representatives in Parliament support a policy that will develop our natural resources. The elections are coming on. We should all join one of the political parties and endeavor to get the convention to nominate a successful business man—one as well who is true to Canada and her interests. If both sides nominate good, honest men we are sure of having a suitable representative.

While on the question of paper-making, it may be added that one of the best informed paper makers in Great Britain, who has been making a tour of the world, said to **HARDWARE AND METAL** that Canada and Scandanavia were now the only countries in the world which produced good pulp-wood, and that before long they should control the paper-making of the world.

THE LATE HART A. MASSEY.

MR. HART A. MASSEY died at his Jarvis street residence, Toronto, at 8 40 o'clock on Thursday night.

Mr. Massey's death has been expected for some days past. Primarily it was due to heart failure. His heart first showed great weakness two months ago, and general dissolution has followed rapidly.

The deceased became unconscious at 3 o'clock Thursday morning, and sank gradually from that hour until the moment of his death. He was calm and peaceful throughout the day, and the attending physicians announce that his death was painless.

Mr. Massey was in his 73rd year at the time of his death. The funeral will take place from the Metropolitan Church on Saturday afternoon at 2.30 o'clock; interment at Mount Pleasant Cemetery.

The career of the late Hart Almerini Massey and his great eminence as a manufacturer were the result of inherited traits of

industry, economy and enterprise. He was a country reared lad, and has himself told in several speeches delivered in recent years of his early hardships and the circumstances which turned him into a great manufacturer of agricultural machinery. He was born north of Cobourg, Ont., in Haldimand Township, Northumberland Co., on April 29, 1823.

Hart A. Massey, as a boy, tasted all the hardships of farm life. He lived part of his boyhood with relatives in Jefferson County, New York State, where he received his early education. Afterwards coming to Canada, he spent the years of 1842-4 as a student at Victoria College, Cobourg. In 1847 he persuaded his father to start a foundry and machine shop at Newcastle, Ont. In 1852 he became his father's partner and business manager, and in this year he manufactured the first reaper and the first mower ever turned out in this country. He became sole proprietor of the business in 1855, his father first retiring through ill health, only to die in November of that year.

In connection with the implement business at Newcastle, Mr. Massey had also a tinware manufactory, which was in after years dropped. The business grew continuously, but in 1864 the property, valued at \$30,000, was entirely destroyed by fire, but was quickly re-established. In 1867 commenced the business of exportation, with which Mr. Massey has since girdled the earth. In that year he commenced sending machines into the United States, and filled a large order for the French Government.

In 1870, his health having given out, he removed to Cleveland, Ohio, where he resided for twelve years, the interests of the business being largely in the hands of his eldest son, the late Charles A. Massey. Mr. Massey still took an active interest in the business, however, and paid frequent visits to Canada. When, in 1880, it was decided to establish the works of the Massey Manufacturing Co. at Toronto, he came over and personally superintended the construction of all the buildings here. In 1882 his health was so far recovered that he was able to live in Canada once more, and he then took up his residence in Toronto.

The Massey-Harris Company, at the present time, is built on the foundations of the Massey Manufacturing Company, the Toronto Reaper and Mower Company, the Massey Company of Winnipeg, the A. Harris Company, of Brantford, Patterson Bros., the Wisner Company and other firms.

The business is now managed by his two younger sons, Chester Massey and Walter E. H. Massey.

Mr. Massey's wealth at the time of his death amounted to between \$2,000,000 and \$3,000,000.

IT IS AN EXCRESCENCE.

THE Patrons' Advocate, of Rapid City, Manitoba, is dead. The deceased journal was well-edited, well-managed, and possessed a reputation for clearness and solid information.

But a reservoir possesses little utility when its source of supply gives out. And that was the trouble with The Advocate: the paper was all right, but the source from which it drew its supplies was all wrong. In other words, the Patrons did not keep true to the organ that played tunes to the music composed at their inspiration.

It is the old tale of man's simplicity and Patron duplicity. The only difference is that the victim is a little different to that usually sacrificed.

The Patron is a great deal like the ostrich. The ostrich, imagining itself a blast furnace, swallows metals with avidity; the Patron, imbued with the idea that he is anointed to be the saviour of both the business and the political world, declares, by implication if not by word of mouth, that these temporal matters of business and politics can only be successfully fashioned and shaped by his hand. Those who will not be persuaded to subscribe to his tenets he tries to drive both from business and from politics.

The idea that the Patrons were called upon to do the storekeeping of the land was born in ignorance and nurtured and trained in methods as unbusiness and illogical as it is possible to conceive anything to be.

The idea of a merchant being compelled to subscribe to an agreement to the effect that he will sell his merchandise to all members of the organization at from 10 to 12 per cent. above the invoice price or die the death of a neglected merchant, is preposterous. No man can subscribe to such an agreement, faithfully observe it, and at the same time pay 100 cents. on the dollar any more than can a man load his hands and feet with lead and swim.

There is a law in business as well as in the natural world, and obedience is just as imperative in the one as it is in the other.

From its inception to the present day the Patron organization has been working clearly in defiance of this law. And its fruits are ruined merchants and defunct Patron lodges. By their fruits ye shall indeed know them.

All we at the moment know about the Patrons of Rapid City is that many of them are far in their arrears with their subscriptions to their late organ, and that their association is moribund. This latter condition is a subject for thankfulness.

No matter what it may do in politics, the days of the Patron organization as a factor in business are numbered. It is an excrescence on the horizon of the business world, and must go.

OUR NEW OFFICES.

WHEN this paper first hung its sign from the top storey window of an old-fashioned building on St. Francois Xavier street, Montreal, it was thought it would remain there for many years to come. The reception accorded to its early issues was so cordial and enthusiastic that it was soon necessary to increase the business and editorial staff beyond the capacity of its dingy quarters. Larger and more comfortable offices were secured on St. James street, just across from St. Lawrence Hall, and only one flight up. But still the business increased, and a year ago it became apparent that if the subscriptions and advertisements should continue to pour in from every part of this wide Dominion it would be necessary to seek another home. It was found necessary. Offices conveniently situated were demanded. They must be on the ground floor. Nothing else will suit the great number of subscribers and advertisers. What they said had to be carried out.

Fortunately, the choicest offices in the city—and the most expensive, too—were offered, and a lease was quickly signed. This number will be issued from the new quarters. They are in the Board of Trade building. The principal offices are on the ground floor, just to the left of the main entrance and opposite the Board's own quarters. This was all the space available here, and the remainder of the staff will occupy larger rooms upstairs, which are easily reached by the elevators. In the main office will be found the chief editor, the advertising manager and clerk. Just off it is Mr. MacLean's private office.

In a few days everything will be ready to welcome the thousands of readers who come from every city, town and village of Canada. It must not be thought that the paper has grown proud because it has made a great hit and has grown rich—in circulation, not money—and has nearly all the best firms in the land in its advertising columns—(and they say they lose money if they stay out). Its head is not "big." None will receive a more cordial welcome than will its old friends who helped by their subscriptions, their advertisements and their advice in the good old days on St. Francois Xavier street.

A BRITISH MERCHANT'S GRIEVANCE

A Canadian merchant was crossing the ocean a few weeks ago, and got into conversation with a British dry goods man who talked about his country's policy towards foreigners. Said he: "Why, look here, I am paying heavy taxes helping to maintain an army and navy which opens up new markets and new centres of trade, and yet when we get possession of them, and the Union Jack is flying over them, Britain admits the

merchants of every other country to enter under the same conditions she does her own traders, while the foreigner hasn't paid a shilling of the cost. There is the opening up of the Burmah and other districts of India, the cost of which has compelled the Indian Government to put on those cotton duties which Manchester men are feeling so keenly. Well, we are paying the piper, but the foreigner is allowed to dance without a fee." The Textile Mercury brings out this point very clearly in a recent issue, when it says: "Do the newspaper writers and anti-British politicians of the United States, who are so ready to denounce the 'rapacity' of this country, understand the one plain fact that on every spot of earth that we bring under the influence of our civilization we welcome all nations on the same terms as we go there ourselves? At an immense cost of blood and money we acquired and hold India. It has a population of about 300,000,000, constituting a vast commercial market. If we reserved that market to ourselves by a differential tariff, as do the Continental

sels, amounting to \$2,700, was sold to W. B. Gould, of Port Hope, for 25c. on the dollar.

A MINING BUREAU WANTED.

The Provincial Cabinet, at a session held in Montreal, received a delegation from the General Mining Association of the province of Quebec on Wednesday. The delegation asked the Government for a grant of \$2,500 in view of establishing a mining bureau in Montreal, where they will have an exposition of specimens of the mining resources of the province of Quebec, and a library where all strangers could obtain any information required. The delegation also asked that the royalty clause in the mining law be repealed, as it deters foreign capitalists from investing in the province.

Mr. Flynn answered that he was personally in favor of establishing a mining bureau in Montreal, as it would undoubtedly be of immense service to the mining industry, but before making any definite answer he must submit the question to his colleagues. As to the delegation's next request, Mr. Flynn answered that this law is kept in the statutes, without being put into force, to enable the mining industry to furnish a small contribution in case the Government should become in need of money. But this Act could possibly be suspended for a certain number of years by an order-in-Council, but the speaker was not sure if such an order-in-Council would bind another Government. The Premier asked that the General Mining Association furnish the Government with a petition in writing, and it will be taken into consideration.



THE MONTREAL OFFICES OF THE MACLEAN PUBLISHING CO. ARE IN THIS BUILDING.

powers with their colonies, Great Britain would be many millions sterling richer every year. But France, Germany, Holland, the United States, and every other nation, trade with India upon the same terms as we do ourselves; and the same remark applies to all our colonies. And yet American politicians and newspaper writers can hardly find words bad enough to call us by."—Dry Goods Review.

BANKRUPT STOCK SALES.

At Suckling's on Wednesday, these stocks were sold: The fancy goods stock of McCabe, Robertson & Co., invoiced at \$20,500, was sold to Josephine A. Robertson at 47¾c. on the dollar. The hardware stock of B. G. Kelly, Clarksburg, valued at \$780, was sold to John M. Steele for 43c. on the dollar. The dry goods stock of George A. Chrysler, of Brantford, valued at \$7,400, was sold to F. G. Ramsey, of Dunnville, for 64c. on the dollar. Graham & Cathcart's general stock, Stittsville, invoiced at \$1,600, was bought by R. H. Graham for 53c. on the dollar. The general stock of James Irwin & Co., Brus-

WELDING COPPER, IRON OR STEEL.

The announcement is made that at a blacksmithery in Port Blakely, Wash., the workmen have successfully performed the operation of welding copper and iron or steel, an achievement which, it is well said, has baffled the most skilful mechanics of the world. The statement in this case is simply and briefly that there has been secured a perfect welding of a sheet of copper and a sheet of steel, the showing being a plain sheet of the two metals so perfectly united as to seem but parts of an indivisible whole, copper on one side and steel on the other, the size of the sheet being about 2½ by 3 inches, with an average thickness of an eighth of an inch. While there is thus exhibited a complete welding, yet a transverse section shows plainly the line of distinction between the two metals, clinging together with such cohesion that no sledge-hammer or cold chisel has been able to separate them, indicating that what has thus been done on a small scale may as easily be done on a large.

DROPS FROM THE EDITOR'S PEN

Cold weather frequently imparts warmth to business.

Hard times, like hills from a distance, are usually exaggerated.

Advertise honestly. People are not fools. They will not be mocked.

A man cannot live by business alone any more than he can by bread alone.

The house organ journal was conceived in fraud and shapen in misrepresentation.

He who soweth the seed of advertising judiciously shall in time reap bountifully.

Stock-taking is a time when a merchant gets his eyes open and sees "where he is at."

A man cannot rise in the world without energy any more than can bread without yeast.

Poetry allows much license, but there should be either rhyme or reason for cutting prices.

Reading a trade paper is as much the part of a merchant's duty as is the selling of goods.

A little partisanship is all right. It is when partisanship absorbs the man that the trouble begins.

Although advertising is a science, it does not follow that a man need be a scientist in order to appreciate it.

The advertisement never opens its mouth, but it says and does more to sell goods than any other factor in the world.

Because business is a war it does not follow that everything is fair which he who is waging it can call into operation.

The live trade paper is a substance, not a spirit, but there is nothing like it to infuse inspiration into clerks and merchants.

When the tongue cannot persuade men to pay their debts it is almost a pity that the persuasive powers of a club cannot be legally exercised.

Not until the people of this country recognize that it is as absurd to endow with parliamentary honors men who are the lick-spittles of party, the mediocres of professional life and the sediment of humanity, as

it is to engraft brambles on thorn bushes, can we expect to have a business-like House of Commons.

Photography by cathode rays is doing some wonderful things, but it is scarcely to be hoped that by its aid we shall be able to "see ourselves as others see us."

If 10 per cent. of the debt-collecting machinery which has been devised were only workable, many merchants would be 50 per cent. better off than they are to-day.

Every young man, if he is at all teachable, learns one thing after he has launched into business: He learns whether or no he is adapted for the calling he has adopted.

The discovery of the North Pole does not hold out much inducement for an ambitious merchant to start a store there, for though he would have no competitors he would be without customers.

It is well for the merchant to be obliging, but it is folly for him to be over so, as he obviously is when he pleads to be allowed to send home a small order which the customer, without any inconvenience, is quite capable of carrying himself.

Well is it to think several times before changing your business once: Forsaking one business to enter another is frequently like trading horses while crossing a stream.

The city travelers of Toronto may be able to defeat with ease the retail grocers at pedro, but they are not so clearly masters of the situation when it comes to striking a bargain.

Good-will between merchants is a better guarantee for good prices than ever can be the strongest of associations. The chief office of the association is to create and promote good-will.

Foolishness is he possessed of who essays to build up a healthy bank account on an impairment of his health. Success in its essence means a healthy body as well as a healthy bank account.

Merchants cannot be too careful where they place their accounts for collection: There are some concerns that possess the power to collect but are minus the honesty to make returns to their clients.

Adversity is not dishonesty. And he who stoops to accept a lower position than he was wont to fill, rather than starve or depend upon the bounty of his friends, is displaying a type of manhood higher than he exhibited in his days of affluence.

THE FIELD OF BUSINESS.

THE following is an extract from an address recently delivered before the students of Cornell University by Andrew Carnegie:

I am not here to enter upon the larger questions of what is all this worth? nor to enlarge upon the ends men should have in view in entering upon business, nor the use to which the surplus wealth, which I bespeak for all of you, should be put. These questions I have tried to deal with at other times. But, perhaps, I may be permitted, without going too far beyond the scope of my text, to make a few remarks upon the influence of a business career upon men, as compared with other pursuits. First, then, I have learned that the artistic career is most narrowing and produces such petty jealousies, unbounded vanities and spitefulness, as to furnish me with a great contrast to that which I have found in men of affairs. Music, painting, sculpture, one would think, should prove most powerful in their beneficent effects upon those who labor in them as their daily vocation. Experience, however, is against this. Perhaps because the work of, or the performance of, artists is so highly personal, is so clearly seen, being brought directly before the public, that petty passions are stimulated; however that may be, I believe it will not be controverted that the artistic mind becomes prejudiced and narrow. But understand that I speak only of classes and of the general effect; everywhere we find exceptions which render the average still more unsatisfactory. In regard to what are called the learned professions, we notice the effect produced by specialization in a very marked degree.

The tendency of all professions, it would seem, must be to make what is known as the professional mind—clear but narrow. Now what may be claimed for business as a career is that the men in business are called upon to deal with an ever-changing variety of questions. He must have an all-round judgment based upon knowledge of many subjects. It is not sufficient for the great merchant and business man of our day that he know his own country well, its physical conditions, its resources, statistics, crops, waterways, its finances, in short, all conditions which affect not only the present, but which give him data upon which he can predict with some degree of certainty the future. The merchant whose operations extend to various countries must also know these countries, and also the chief things pertaining to them. His view must be world-wide; nothing can happen of moment which has not its bearing upon his action; political complications at Constantinople; the appearance of the cholera in the East; monsoon in India; the supply of gold at Cripple Creek; the appearance of the Colorado beetle, or the fall of a Ministry; the danger of war; the likelihood of arbitration compelling settle-

ment ; nothing can happen in any part of the world which he has not to consider. He must possess one of the rarest qualities, he must be an excellent judge of men, he often employs thousands, and knows how to bring the best out of various characters ; he must have the gift of organization ; the laws governing money is another rare gift ; must have executive ability ; must be able to decide promptly and wisely. He follows a career, therefore, which tends not only to sharpen his wits, but to enlarge his powers ; different also from any other careers, that it tends not to specialization and the working of the mind within narrow grooves, but tends to develop in a man capacity to judge upon wide data. No professional life embraces so many problems, none requires so wide a view of affairs in general. I think, therefore, that it may justly be said for the business career that it must widen and develop the intellectual powers of its devotee.

There is a romantic as well as prosaic side to business. The young man who begins in a financial firm and deals with capital invested in a hundred different ways—in bonds upon our railway system, in money lent to the merchant and to the manufacturer to enable them to work their wonders—soon finds romance in business, unlimited room for the imagination. He can furnish credit world-wide in its range. His simple letter will carry the traveler to the farthest part of the earth. He may even be of service to his country in a crisis, as Richard Morris, the great merchant in Philadelphia, was to Gen. Washington in the Revolutionary cause, or, as in our own day, our great bankers have been in providing gold to our Government at several crises to avert calamity.

If the young man does not find romance in his business, it is not the fault of the business but the fault of the young man. Consider the wonders, the mysteries connected with the recent developments in that most spiritual of all agents, electricity, with its unknown and perhaps even unguessed of powers. He must be a dull and prosaic young man who, being connected with electricity in any of its forms, is not lifted from humdrum business to the region of the mysterious. Business is not all dollars ; these are but the shell—the kernel lies within and is to be enjoyed later, as the higher faculties of the business man, so constantly called into play, develop and mature. There was in the reign of militarism and barbarous force much contempt for the man engaged in trade. How completely has all this changed. But, indeed, the feeling was of recent origin, for if we look further back we find the oldest families in the world proud of nothing but the part they played in business. The wool sack and the galley still flourish in their coat of arms. One of the most, perhaps the most, influential statesman in England to-day, is the Duke of Devonshire, because he has the confidence of both

THE DIFFERENCE BETWEEN BEST AND NONE BETTER

There can only be one best There never can be **MORE** than one, just as there is one swiftest runner, one strongest man, one greatest nation, so is there one best Paint—The Sherwin-Williams Paint—best because "it covers most, wears longest, looks best, most economical, full measure." It did not acquire this high position and reputation by chance It took years and years of steady, constant, earnest work, and the most watchful, unceasing care to attain its present unapproachable position. We don't believe there ever was a paint made that has been given, and is given, the same minute and thorough care that is given to S. W. P. Everything about it is tested and watched, from start to finish, by the most skilled and experienced workmen. Everything that goes into it is tested in several different ways before it is passed by the superintendent, and every gallon is tested and painted with before it is canned. The costliest piece of jewellery is not more carefully made than S. W. P. Everything that can be done **IS** done to make it a good Paint.



Made in Canada by

The WALTER H. COTTINGHAM CO., Ltd., Montreal

**S.
W.
P.** **MADE TO WEAR.**

You'll want it some time.
Why not get it now ?

parties. He is the president of the Barrow Steel Co. The members of the present Conservative Cabinet were found to hold sixty-four directorships in various trading, manufacturing and mining companies. In Britain to-day, not how to keep out of trade but how to get in, is the question. The President of the French Republic, a man with a marvelous career, has been a business man all his days. The old feeling of aversion has entirely gone. You remember that the late Emperor of Germany wished to make his friend the steel manufacturer, Krupp, a Prince of the Empire, but that business man was too proud of his works, and the son of his father, and begged the Emperor to excuse him from degrading the rank he at present held as King of Steel. Herr Krupp's son, who has now succeeded to his father's throne, I doubt not, would make the same reply to-day. At present he is a monarch equal to his Emperor, and, from all I know of the young King Krupp, just as proud of his position.

I can confidently recommend to you the business career as one in which there is abundant room for the exercise of man's highest power, and of every good quality in human nature. I believe the career of the great merchant or banker, or captain of industry, to be favorable to the development of the powers of the mind, and to the ripen-

ing of the judgment upon wide range of general subjects, to freedom from prejudice, and the keeping of an open mind. And I do know that permanent success is not obtainable except by fair and honorable dealing, by irreproachable habits and correct living, by the display of good sense and rare judgment in all the relations of human life, for credit and confidence fly from the business man foolish in word and deed, or irregular in habits, or even suspected of sharp practice. The business career is thus a stern school of all the virtues, and there is one supreme reward which it often yields which scarcely any other career can promise : I point to noble benefactions which it renders possible.

OUTLOOK FOR GASOLINE STOVES.

There is every reason to believe that the trade in gasoline stoves this year will be better than it was last year. A great interference with rates last year was the high price of gasoline, as the demand was much greater than the supply owing to the wider field that is constantly opening to this fluid. This year new fields of supply have been developed and this product will be marketed. The accrued product of gasoline will fully meet the demand, and we believe that the price will be lowered. In fact, we have it on the best authority that gasoline will be two cents a gallon lower than it was last year. This cheapness of gasoline must exert a great influence on the sales of gasoline stoves.—American Artisan.

TRADE CHAT.

P CAMERON'S general store, Walsacetown, was burglarized during • Thursday night, and a number of watches and suits of clothing stolen.

Dresden proposes to have a Board of Trade.

Stores in Clinton close at 9 o'clock every Saturday night.

The Speight Wagon Works at Markham re-opened on Monday, after a week's holidays.

Mr. C. Hill's new chair factory at Warton is to be ready for operation by the first of July.

The Jenckes Machine Co. has received a bonus of \$30,000 from the City of Sherbrooke.

Mr. Newport, of Glencoe, is putting down an artesian well at Richardson's mills, Walkers.

The Fingal foundry is now running full time, and some new hands have been employed lately.

Vancouver is considering a by-law to do away with Sunday closing of hotels and other places of business.

The clerks in Cobourg are advocating for early closing. With the pulpit and press on their side they are in a fair way to get it.

The petition of the Chatham, Ont., Board of Trade for the abolition of exemption from taxation has been presented to the House.

One gold mine in Nova Scotia, the Golden Lode, of Uniacke, produced last year 1955 ounces, paying 45 per cent. on par value of stock.

At a meeting of the Transportation Committee of the Brantford Board of Trade held on Tuesday, Mr. L. Huffman was appointed secretary.

In about two hours the other afternoon \$400 was subscribed by the citizens of Wallaceburg for the building of a new curling rink.

Samson Gosnell, whose failure caused such an excitement and talk last fall, has located in Colchester North, Malden Road, Essex County.

Traffic receipts of the C. P. R. for the week ending February 14 were \$307,000 and for the same week last year, \$224,000. Increase, \$83,000.

The Acadia Sugar Refining Co., Ltd., has ordered two 60 horse-power Robb-Armstrong engines for the Woodside and Nova Scotia refineries.

D. W. Hughes, of Markham, has sold his general store business to J. Graydon, of Toronto. The latter took possession on Wednesday week.

Chief Jacques, of Chatham, says it would be a wise thing if the merchants would not pull down the blinds on their front windows at night. The fact that H. McDonald's

blinds were up, so that passers-by saw the fire soon after it began, was all that saved the block from destruction.

The new metal glucinum is said by an English paper to be emerging from its position as a chemical rarity, and is coming to the front much as aluminum did some years ago.

Ambrose Plamondon, president of the Plamondon Manufacturing Company, Chicago, and a widely-known and successful business man, died on Wednesday of pneumonia. He was born in Quebec, Canada, and was 62 years old.

Alex. McKay, M.P., has succeeded in getting the petition of the Hamilton smelting works through the Standing Orders Committee of the House of Commons. The company desires to be incorporated and to change its name to the Hamilton Blast Furnace Co.

Mr. Don. Morrison, an old resident of Thorah and Lindsay, brother of Messrs. James, Robert, Henry and John Morrison, of Thorah, died at Superior City, Wisconsin, at the age of 57 years. Deceased was a blacksmith by trade and had been ill some time previous to his death.

The Engineering and Mining Journal says: "As an indication of the greater realization of the advantages in the use of electric power, the increase in consumption of energy for power work on the circuits of the Edison Illuminating Co. is interesting.

With no particular improvement to cause special attention and add to the number of users of electric power in New York city during 1895, the first ten months of that year saw an increase in power installations of nearly 50 per cent., or over 3,600 horse power."

The Hamilton City Council and Board of Trade will urge upon the Dominion Government the necessity of deepening Hamilton canal at an early date, so that vessels loaded with ore and coal for the Hamilton Smelting Works can get through and unload at the dock of the company on the bay shore.

Bids for the stock of John Stephenson, insolvent harness maker, were opened on Saturday at the office of Wm. J. Clarke, assignee's solicitor. None of the offers were considered satisfactory, and the stock and fixtures, valued at \$3,216.59 will be auctioned off on Wednesday.

The boiler in Moore & Wallace's sash and door factory, at Chesley, Ont., exploded on Monday morning. Fortunately no one was in the building at the time, all the hands having left a few minutes before for breakfast. The force of the explosion was so great that the whole building was torn into atoms, and parts of the boiler were found over 100 yards distant from the ruins. The explosion is supposed to have been caused by the feed pipe to the boiler having become frozen. The loss will be slightly over \$2,000.

SMOKELESS
SS
HARDENED
EQUIALIZED
WATERPROOFED

SMOKELESS SPORTING POWDER

BEST IN THE WORLD

TRADE  MARK

FOR GAME OR TRAP SHOOTING [S.S.] POWDER STANDS UNRIVALLED

Anyone can load it. Always the same.

MANAGERS FOR CANADA

LEWIS BROS. & CO.

30 St. Sulpice St.
MONTREAL, - QUE.

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

GLUE JOINTS IN BELTS.

IN regard to joining leather belts, a correspondent writes to The Woodworker and says: I have always had the best results by using common carpenters' glue, such as we use in the shop. I mended an old belt that drives a pony planer. The driver is 32 inch, the driven 10 inch, centres about 11 feet, and the belt has to be crossed. There are eight splices in this belt, all glued, and not a rivet in any one, as I consider rivets in a belt a perfect nuisance, and of no use whatever, except to weaken the belt where the rivets are put through. I also used a glued belt on the under head of a moulding machine and on the side spindles.

I have used glued belts on matcherhead spindles and always with the best results. The reason so many fail in their efforts to produce the best results is because they do not give enough attention to the details. My modus operandi is this: Scarf the ends with a plane and make a good length of splice. Have all nice and equal, so it will be the same thickness as the rest of the belt when glued. Here is where the secret lies to make it hold: Before gluing give all the ends a sizing of

thin glue, in order to thoroughly fill up the pores in the leather. Let this get perfectly dry, then glue in the ordinary way, and let the glue get good and dry before using. I always give such a joint a good dose of neat's foot oil to limber it up. The belt referred to has been in use now two years, and only repaired once with a new lace. Experience has taught me that it is money in pocket to make all repairs as thoroughly as possible.

OWEN SOUND BOARD OF TRADE.

The annual meeting of the Owen Sound Board of Trade was held on Friday last. Gratifying reports were presented and read by the secretary and president, the former showing a marked increase in the export and import trade of the town during the past year, while the latter showed that no failures of any importance had taken place during that time.

The election of officers for the ensuing year resulted as follows: President, Jas. W. Maitland; vice-president, W. A. McLean; secretary-treasurer, James H. Rutherford; council—S. J. Parker, S. Lloyd, E. W. Waud, M. Kennedy, Jas. McLauchlan, R.

Wightman, John Wright, W. T. Lee, W. B. Stephens, John Harrison; Board of Trade arbitrators—J. C. Hay, J. F. McCollum, D. Rutherford, Geo. Ingles, W. M. Matthews, M. S. Hodder, John Rutherford, Jno. Waites, Geo. Dench, John H. McLauchlan, J. R. Brown, E. Buchan; auditors—W. T. Lee, E. W. Waud.

HIS KNOWLEDGE OF KNIVES.

"I remember seeing on my father's table when I was a boy," said the middle-aged man, "some knives that had been so worn down with long use and repeated cleaning that they were almost pointed, and that were so thin that they were flexible, like the knives that druggists use to get things out of mortars with; I know I used to think the folks must have had them a long, long time. The other day I saw at my place at the table an ivory-handled steel-bladed knife that was so worn down at the end that it was almost pointed, and that it was so thin that it was flexible, like a druggist's knife; I picked it up and tried it on my plate. An heirloom? It was a knife that I had bought myself when I was married, and which had gradually worn down to this, and I had never until now understood it.

"And I wonder what my children think of the thin-bladed knives they see on my table?"—New York Sun.

Paris Green

Berger's and Canadian.

Bug Killer

(Substitute for Paris Green).
Effective and More Economical.

Sulphate of Copper

(Blue Vitriol).

Alabastine

The only Permanent Wall Coating.

Jellstone

A Cold Water Kalsomine.

Glass, Painters' Materials, etc.

SANDERSON PEARCY & CO.

61, 63 and 65

Adelaide St. West

Toronto

PRACTICAL PUBLICITY.

BY NATHL C. FOWLER, JR.

WARRANTED A SAVING
OF 25 PER CENT.

—AT—

SMITH BROTHERS'

292 and 294 First Ave.

NEAR 446TH STREET

WHITEVILLE

We warrant you a positive saving of 25 per cent. on all our goods.

Money refunded on all purchases not satisfactory, as has always been our rule within the past 25 years.

Make no mistake! The only store of Smith Brothers is at 292 and 294 First Avenue, one door below 446th Street.

The above is reduced from a four-inch single column advertisement in a city daily. It is thoroughly conventional, and is calculated to present a common style of advertising, which is, and probably always will be, productive of good results. Any saving announcement is liable to be read, and the reader is quite likely to inspect the goods advertised, if he believes that the statement is not far removed from the truth. This advertisement presents one idea, viz., the saving of 25 per cent., and yet the advertiser has allowed this all-important line to be set in small type. The line "Warranted a Saving" should occupy two full lines of large type. The firm name is in type altogether too large for an advertisement of a discount. The advertiser has forgotten that he is advertising a strong point. This per cent. line should be in the largest type possible and occupy at least one-third of the advertising space. A saving of 25 per cent. is rather more than people expect if the goods are first-class and seasonable, and therefore the advertiser should offer some proof of the statement. No matter how good a reputation one may have, people are more or less incredulous, and are not likely to believe a big saving advertisement, when so many similar statements are constantly appearing, with nine out of every ten of them untrue. I rewrite and reset the advertisement, with no attempt at artistic display.

**SAVE
25%**

All ours is yours for one-quarter less than we asked last week. We lose money this week, because we want money—because the season is over—we made enough last month. The over-particular may not find the assortment they want, but there are good enough styles and good enough goods for sensible, money-saving folks.

SMITH BROS.

292-294 First Ave.

WHITEVILLE.

OIL STOVE AND REFRIGERATOR.

THE accompanying cuts of oil cook stove and refrigerator are two lines which the McClary Manufacturing Co., London, are placing on the market for the coming season.

The "Splendid" oil cook stove is made in three sizes with 1, 2 and 3 burners, with brass oil founts capable of holding $\frac{1}{2}$, $\frac{3}{4}$ and 1 $\frac{1}{4}$ gallons respectively.

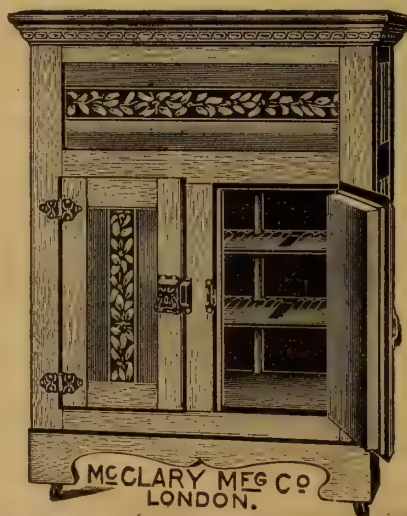
Each burner has a wick surface of eight inches.



All the improvements of the past twenty-five years are summed up in these stoves. They give a quicker and hotter heat than gasoline stoves—are more economical, and are without the slightest element of danger.

The "Splendid" has a steel frame and ornamental steel top, making it strong and light. It cannot break. Other oil stoves are toys compared with the "Splendid."

Among its special features are polished brass tanks, polished brass founts, broad



steel tops, steel frames, circular wicks, removable chimneys, illuminating doors.

The oil reservoirs are at the back of the stove and never become heated. The chimneys can be instantly removed for cleaning or for trimming wicks. New wicks can easily be put in, and all the arrangements of the stove are of the greatest simplicity.

For hotels and summer boarding houses, where increased capacity and quick cooking

is required, this stove will admirably supplement the regular apparatus.

Roasting, baking and broiling can be done to perfection.

The "Splendid" is powerful, free from odor, can be run for less than gas, gasoline or coal, and is free from all the dangers and annoyances of other oil stoves.

The "Splendid" is perfection for heating flat-irons and doing laundry work. The burners are the most simple of any on the market. In fact, all these stoves are easier to re-wick and keep in order than the ordinary house lamp.

They will not get rank and smell after being used a few weeks.

The McClary Manufacturing Co. already have numerous enquiries for these stoves, and are looking for a big business in them.

They will also make a line of hardwood refrigerators of different sizes suitable for all purposes. They will embody every modern idea in ventilation, locks, etc.

\$2,150,000 PER TON.

At the recent meeting of the South Staffordshire Institute of Iron and Steel Workers, says Boston Journal of Commerce, Manager Thomas Morris presented some interesting facts about the remarkable achievements that have been reached in the manufacture of fine wire. He gave an interesting description of the various articles that illustrated his paper, especially the various wires, and pointed out that the Warrington wire manufacturer who presented him with many of the specimens got \$4.32 per pound, or over \$8,600 per ton, for the specimen of drawn wire, which was largely used in the construction of pianos and other musical and mechanical instruments. For the pinion wire he got \$21.60 per pound, or \$43,200 per ton. It took 754 hair springs to weigh an ounce of 437½ grains. It took 27,000,000 of them to weigh a ton, and taking one to be worth a cent and a half, the value of a ton of these apparently cheap little things ran up to over \$400,000. The barbed instrument used by dentists for extracting nerves from teeth was even more expensive, representing a rate of \$2,150,000 per ton. A mile length of No. 19 size wire only weighed 21 pounds, and many of the ingots were 12 to 14 cwt. each, and after allowing for all waste, they could get fifty miles of wire from one ingot.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples Oiled and Annealed Fence Wire

Manufactured by

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ontario

PIG IRON PRODUCTION DROPPING.

THAT pig iron producers have concluded to quit pushing the market and allow the demand to catch up somewhat is shown in the latest figures on furnace operations. Our monthly report of the blast furnaces presented in this number gives figures which indicate quite a reduction in producing capacity and the weekly capacity of all the furnaces in operation at the beginning of February was the smallest recorded since last September. The figures show a decrease of 18,053 tons in the total weekly capacity with a total of 25 furnaces less in operation. Of these 19 are coke and bituminous, four anthracite and coke and two are charcoal furnaces. Of the decrease in weekly capacity 16,834 tons are put down to coke and bituminous furnaces, 906 tons to anthracite and coke furnaces, and 313 to charcoal furnaces. As our figures show, the high water mark in pig iron production was reached during November, 1895. December showed a falling off, and our latest report proves that the decrease in furnace capacity during the first month in this year has been much greater. This is not surprising when the course of the market during

the past two months is considered. While there has been no concerted effort among pig iron producers to curtail production, circumstances have done much toward that end. At some furnaces labor troubles caused a suspension.

The following is a showing of the blast furnace situation at present, as compared with that at the corresponding period last year :

NUMBER OF BLAST FURNACES OF THE UNITED STATES
IN BLAST FEB. 1, 1895, AND FEB. 1, 1896.

	Feb. 1, 1895.		Feb. 1, 1896.	
	No.	Weekly capacity.	No.	Weekly capacity.
Charcoal	18	4,120	19	5,066
Anthracite and coke	33	20,317	55	38,808
Bituminous	128	134,574	141	173,453
Total	179	159,011	215	217,327

Comparing things as they are to-day with those of a year ago we find 36 more furnaces in blast than there were this time last year, and the total weekly capacity is increased 58,316 tons. Of course, pig iron production is considerably greater than it was this time last year, as nothing was then seen of the boom which has since run the figures up so high.—American Manufacturer.

OVERWEIGHTS ON SHEETS AND PLATES.

The unreasonable exactions of boiler makers have at last driven manufacturers to the wall and they will no longer allow overweights unless they exceed those in our issue of October 1895, says Boiler Maker. It is a practical impossibility to roll large sheets to the exactness that boiler makers specify and, as we have so often warned, their unreasonableness has borne fruit in what we think is an equally unfair, but necessary, stand on the part of the mills. It is one thing to handle a plate of steel cold and quite another to handle it hot, where every fraction of a second in its manipulation effects its character. It is the mill's purpose to attain as near perfection as possible, and we are credibly informed that the product of the American manufacturers has no equal in the world.

It is a fact that on a given lot of, say, 100 plates that would average to a weight ordered, there would be no two that would be alike, and there would be a difference between the heaviest and lightest of fully 20 per cent. Such being the case how can any reasonable man ask a mill to keep within a range of weights that is absolutely impossible no matter how represented by price.

A BICYCLE IS NO LONGER
A LUXURY,
BUT

Almost a Necessity.

Those who don't ride would like to, and we want to tell all concerned that we are satisfied that our line of wheels comprises variety enough in styles and prices to make us safe in saying **WE CAN SUIT EVERYBODY.** All the wheels we handle are thoroughly reliable and perfect in construction and finish—the kind that are easy to sell and always give thorough satisfaction.

SEND FOR OUR CATALOGUE.
IT GIVES DETAILED INFORMATION.

WE WANT RELIABLE AGENTS EVERYWHERE.

The John Griffiths Cycle Corporation, Ltd.

81 Yonge Street

TORONTO

IRON V. STEEL FOR WROUGHT PIPES.

THE question of the superiority of iron over steel for wrought pipe has been agitated considerably during the past months, and, considering the matter of great importance, we have taken the trouble to gather from the trade in general as much information as possible, writes Johnson Stone, in American Manufacturer. Stated in a general way, the advantage is clearly with iron, as nearly all the serious complaints of defective pipe have been found to be, on examination, from pipe made of soft Bessemer steel. After experimenting for several years, the fact has been demonstrated that, while soft Bessemer steel can be made into very smooth, clean looking pipe, with clean cut threads, obtained by special dies, its appearance is deceitful, as on being used by the plumber, gas fitter, etc., who cut ordinary lengths into shorter lengths and put on threads, it is found that, while their dies will cut threads on iron pipe, they will peel the steel and leave, in some cases, almost plain surfaces. This will account for the trouble encountered in threading by the trade in general, who are equipped with dies for cutting threads on iron pipe, but not on steel. This fact has now become generally understood, and the result is that orders from these sources generally call for wrought iron pipe even though it should be higher in price than steel pipe. The cutting of threads applies to all sizes of pipe, casing and tubing. Even if a good thread is obtained on steel, by the special dies, it will not stand any strain; in evidence of which there is not to-day any casing for oil wells made of steel, as the threads will not stand the weight of a string of casing when in the hole, stripping entirely off. Stripping will also occur to all sizes of steel pipe, when a strain is applied. The above proves conclusively that a thread cannot be put on steel pipe equal to a thread on iron pipe. When steel can be manufactured with a fibre, which is practically impossible, and condemned in theory, threads can be cut on steel with the same success as on iron, but until such is the case, iron pipe certainly has this advantage over steel pipe.

In welding, the point has been maintained by steel men that steel properly heated in the pipe mills can be welded as strongly as iron, but the fact that a proper heat must be applied, proves another disadvantage against steel as iron that will not weld in the pipe mill furnace is comparatively rare. The fact that so much line and other pipe has been bursting at the weld, proves that this is certainly a great drawback to the use, in a general way, of steel pipe in the oil fields. There is yet another point that should be taken into deep consideration by the users of pipe, and that is the question of corrosion where pipe is placed in the ground, or in any

locality where it is likely to be affected by this trouble. A certain large manufacturing establishment wishing to test the difference between the life of steel and iron pipe, concluded to replace all the iron pipe fittings, such as steam pipes and other pipe, around a large battery of boilers with steel pipe, and very closely watched the results. The iron pipe taken out was still good and had been in place for about six years. The steel pipe put in its place, after remaining nine months, had to be taken out and replaced with iron pipe, as corrosion had practically rendered it useless. This is an actual occurrence and should certainly have great weight with any buyer of pipe who does not look at the first cost.

It is a well-known fact in the metal world that steel subjected to a continuous pounding will crystalize much sooner than iron. Even steel men admit that steel rivets are a delusion and a snare. But still they are used for large buildings where even the swinging of the frame will cause crystalization to set in quickly, and results in the heads falling off. It is the same way with a steel pipe where it is used in the field for a pipe line, as the continuous shaking and pounding caused by the pump will induce crystalization very quickly, and the result in practice has been that the pipe will break at the socket. A pipe mill not manufacturing its own steel will frankly state that the waste in a pipe works furnishing both iron and steel pipe is at least 15 per cent. in favor of iron, and in addition the steel is so far from being uniform that it is impossible to grade for heat or waste. This, of course, also applied to all steel made by the pipe works owning their own steel plant, as what cannot be done by a concern selling steel cannot hardly be done by them.

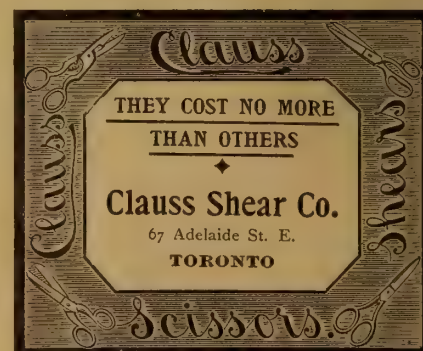
The most convincing argument, however, is the determination of the Standard Oil Co. to use nothing but iron of a high grade for pipe. Their specifications read about as follows: "Standard weight to be made from tough, ductile, fibrous iron of uniform quality. Tensile strength shall be 52,000 lbs. per square inch; elongation not less than 15 per cent. in 10 in.; reduction of area not less than 25 per cent. of the original section; elastic limit shall not be less than 25,000 lbs. per square inch." Further physical tests to be as follows, to be successfully passed by the iron to confirm its tough, sinewy character: "All test pieces must be cut from the finished tubes, and be tested without working or drawing out hot. A piece of about $\frac{1}{2}$ in. in width, cut lengthwise of the tube, shall be bent cold back on itself over a bar not greater in diameter than the thickness of the test piece without breaking the fibre, although it may show the stretch of the fibre, but must not part. A short piece of the finished tube about 2 in. long shall be cut opposite the weld and opened out until it is flat. It shall be pulled apart in the testing

machine, and should it separate in the weld, the fracture must show clear indications of the knitting of the fibre and not a paste. A section of the finished tube shall be flattened in the direction of the diameter so that the opposite walls shall come together within $\frac{1}{2}$ in., and such test shall not show a fracture, although it may show the stretch of the fibre.

The Standard Oil Co. would certainly not make this move, covering the points generally complained of in steel pipe, had they not experimented considerably with that material. The following sentence in the specifications explains what this company requires a first requisite in the iron, and also shows the difference between iron and steel for making pipe: "The iron must be of tough, ductile, fibrous and sinewy character." It is true that some pipe works have been making steel pipe for several years, but we must consider the fact that they have sold their pipe at a less price than iron pipe could be bought for, simply because it was made from steel.

Several large pipe works in America, which have been working with steel for the past two or three years, have at last reached the conclusion, partly from experience and partly from the demands for wrought iron pipe from their customers, that it is impossible to conduct a business with a part iron and part steel pipe trade, and have decided hereafter to buy only iron skelp, and make iron pipe exclusively. On the evidence which has been gathered from various sources, we venture the opinion that, as a matter of policy, it would pay all consumers of pipe, from the small plumber to the large oil or gas company, to demand wrought iron pipe and pay even an additional price above that of steel pipe. The outlay may seem somewhat large in the first instance, but, if iron has only twice the life of steel, it would certainly be the best investment. While, of course, there are many things for which steel is preferable, yet, at the same time, taking only the four points above enumerated into consideration, namely, absence of fibre, corrosion, crystalization, and welding, is it not a fact that iron will give the best results for the general wrought iron pipe trade?

Many a man who goes to church with a long face sells goods with a measure that is too short.



TO CLOSE CRACKS IN CAST-IRON.

MANY methods for closing cracks or pores in cast-iron have been devised, according to our contemporary, Industries and Iron. Chemical or other products, such as sal ammoniac, urine, are often used to cause the formation of an iron salt, easily oxidizable, which in a short time gives a certain quantity of hydrated-oxide of iron. This is made use of very often to stop up leaks which develop in metallic cylinder. This method is, however, a somewhat lengthy one, several days being oftentimes necessary to obtain satisfactory results; that is to say, entire absence from leakage. A method of closing cracks or pores in a more rapid and certain manner has lately been devised by M. A. Demalght, of Brussels. The method is described as follows: The cylinder is filled with a certain quantity of perchloride of iron. The liquid is then compressed until globules appear on the external surface. The cylinder is then impregnated with perchloride of iron right through, as regards its thickness. Any perchloride in the cylinder is then emptied out, the cylinder being then wiped until the polished surface is again made brilliant. It is then filled with ammonia at 22 deg. Baume, this also being subjected to compression. The effect of this operation is soon noticeable, the perchloride of iron in the metal becomes transformed under the influence of

ammonia into hydrated oxide of iron, at first somewhat frothy in character, and afterwards, under the influence of the external pressure, rough and compact. Some hydrochlorate of ammonia also remains, which will soon afterward react on the iron, which will eventually be converted into an oxide compound, adding itself to the first. The leaks marked at the commencement of the operation will be entirely stopped up as soon as the ammonia commences to move out externally, the whole operation not occupying more than a couple of hours. One advantage of the new process is, that leaks are stopped by an independent injection of hydrate of iron, whilst in the many processes at present in use, the result is obtained at the expense of the iron in the cylinder, that is to say, one part has to lose that which another portion gains.

FIRMS AND FACTORIES IN JAPAN.

A statement has recently been published by the authorities in Japan, showing the date of origin and the number of firms and companies in that country, and the nature of their business. The total number at the end of 1892 was 4,635; of these 2,258 were joint stock companies, 2,257 were otherwise organized, while the exact business of 20 cannot be traced. Classified according to amount of capital, there were 2,918 with less than \$10,000; 1,164 with more than \$10,000

and under \$50,000; 227 with between \$50,000 and \$100,000; 286 with more than \$100,000. As regards 40 commercial undertakings, the amount of their capital is not ascertainable. Among the various undertakings in Japan at the end of 1892 there were 2,767 industrial firms and factories; 493 of these employ steam power, 247 water power, and 247 both steam and water power; while the remaining 1780 are driven by manual labor only. As regards the nature of the business carried on by the 4,635 firms and companies, they are divided as follows: 429 banks or firms dealing with monetary matters; 1,415 manufactories of clothing and articles of personal wear; 333 have to do with minerals; 315 with transportation; 249 with domestic furniture; 217 with agriculture; 217 with food stuffs; 214 with articles of daily consumption; 164 with public works and architecture; 144 with marine industries; 142 with articles de luxe; 132 with printing; 122 with technology; 166 with sericulture; 101 with metal goods; 35 with insurance; 28 with tools and machinery, and 212 deal in miscellaneous articles.

The German papers announce that the Association of Silvered-glass Manufacturers, whose central sale office is at Cologne, have again advanced their prices. This makes the third advance since January, 1895, and represents a total increase in value over that period of 25 per cent. for small and medium sheets, and from 16 to 20 per cent. on large sizes.

Screen Doors . . .

Screen Windows (Adjustable)



The door we are handling this season is $\frac{7}{8}$ -inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 21, 1896.
HARDWARE.

THE week does not present any material change, and business at the moment is quiet. All of the houses have large orders in hand for forward delivery of nearly every kind of general hardware, shelf and otherwise, but the actual movement for prompt shipment is very slow indeed. The advance in building paper has already been referred to and so far has had no appreciable influence on the demand. In cut nails, wire nails, wire, etc., makers note fair encouragement in the matter of future wants. The fact of the matter is, dealers generally evidently have enough to get along with, and though they have ordered goods they don't want to receive any more than they can help on the basis of winter freights. Payments generally could easily be better, that is, so far as the west is concerned. Returns from the Lower Provinces and Quebec are not so bad.

WIRE—Orders to a moderate extent for forward shipment are noted. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE — The reduction already noted has not had any effect on the demand, the actual movement being small. We quote as follows: Barb, \$3.12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

BRASS WIRE — Some jobbers have allowed 12½ per cent. on brass and copper wire, but in the majority of cases 10 per cent. is the ruling discount. Business is very small.

ROPE—There is only a quiet business in cordage. We quote: Sisal, 6¼ to 7¼c. for 7-16 and upwards; pure manilla, 9 to 10c. for 7-16 and upwards.

CUT NAILS — Makers note some fair forward orders this week from jobbers. Otherwise business is extremely quiet. We quote: \$2.50 f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business has ruled rather quiet. Jobbers have orders in hand for future attention later, but retailers are supplied for the moment. Discounts: 75 and 5 f.o.b. Montreal, and 75 in Ontario, with delivery of 10-keg lots, where the rate does not exceed 25c. per 100 lbs.

HORSE NAILS — Quiet and unchanged. Discount, 55 per cent.

HORSESHOES—Business is, if anything, quieter than last week. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, as to brand.

TACKS—Business of very moderate volume with discounts unchanged.

CUTLERY—Business quiet and featureless, as noted last week.

SPORTING GOODS—Almost without movement, except in the case of a small trade in ammunition.

GREEN WIRE CLOTH—There are good orders in hand for future attention, but the actual movement from stock at present is moderate.

CHAIN—A moderate demand for logging and boom chain is the only business noted. Cow ties are quiet and unchanged.

PLUMBERS' SUPPLIES — Continue quiet as before.

SCREWS—No activity noted. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

TOOLS—Draining tools for future shipment are being asked for as well as harvest tools generally.

BELTING—Discounts are unchanged and business quiet.

BUILDING PAPER—The advance has not induced any improvement in the enquiry, which continues moderate. We quote: Plain, 50c. per roll; tarred lining, 60c.; tarred felt, \$1.40 at mill per 100 lbs. For car lots these prices can be shaded.

TINWARE—There is little activity to note.

CEMENT—The cement market continues quiet at former prices. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS — Firm and unchanged at \$17 to \$21 per 1,000.

METALS.

The heavy iron and metal market exhibits little change, business being practically nil from second hands here. Importers also are not disposed to be urgent. The tendency at primary centres is decidedly firm on all kinds of metal, except tin plate. While these are low in price and makers find it impossible to down further, buyers are still doing their utmost to squeeze them to a still lower range. This disposition has a good deal to do with the lack of activity on import account.

PIG IRON — This market continues very quiet, business both in Scotch and domestic being confined to small lots. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglington, \$18.50, and Ferrona, \$17.50.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

BAR IRON—Bar iron is quiet and unchanged at \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—There is no change, and we quote on the basis of \$2.75 per 100 lbs. for 8 to 16 gauge.

SHEET IRON—Quiet and featureless. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Business dull and prices the same, the basis being \$5.75.

PIG LEAD—Steady as before, at \$3.25 to \$3.50.

LEAD PIPE—Only a small enquiry noted at 7 to 7½c., with discounts 30 per cent.

GALVANIZED IRON—Import orders have been noted on a steady basis, but the actual movement is almost invisible. We quote 4½ to 5½c., as to brand.

INGOT TIN—Quiet and unchanged at 16c., but it is claimed that this would be shaded for a round lot.

INGOT COPPER—Quiet and unchanged, ranging 10 to 11c.

SHEET COPPER—Without feature, business being quiet at 15½ to 25c.

IRON PIPE—Demand is unimportant, and prices are not settled.

CANADA PLATES—Business for import is still backward, and the actual movement from store here very limited. Prices are greatly nominal at \$2.15 to \$2.25, as to quantity.

TIN PLATES—The easy tendency abroad continues, and importers are still holding back on their spring contracts. The jobbing movement here is very light. We quote: Cokes, \$2.65 to \$2.75, and charcoal, \$3.25 to \$3.65, as to grade.

TERNE PLATES—Remain dull, but steady, at \$5.75 to \$6.25, as to brand.

SOLDER—Values range from 11½ to 13c. under a very quiet trade.

SHEET ZINC—Continues the same as last week, at 4½ to 5c.

SPELTER—Without change, at \$4.50 to \$4.75.

ANTIMONY—Featureless, at 10c.

GLASS.

The firm tone of the glass market is fully maintained, but business is rather quiet for prompt shipment, as with all other heavy goods. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Although the weather is not favorable for the consumption of paints, there is a steady and improving demand for spring delivery. The week presents no special feature, and prices generally are as last quoted.

LEADS—White lead is in fair request. We quote: Choice brands white lead, Government standard \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white

lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—The price is firm at \$1 to \$1.05 for best brands and 90c. for seconds.

VARNISHES—Continue in good demand at quotations.

PARIS GREEN—There has been less doing this week, and the line will probably be inactive until nearer the consuming season. Prices remain nominally as last quoted: Casks, 13½c.; drums, 14½c., and packets, 15½c.

LINSEED OIL—Unaltered; raw 55c., and boiled 58c.

TURPENTINE—Firm, at 46c. less 3 per cent. 30 days.

RESINS—Dull and unchanged. Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The heavy chemicals market on spot is dull and unchanged. We quote as follows: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

In petroleum the feature has been the stronger feeling noted in sympathy with the market for crude in the States. As a result prices here are advanced ½c. per gallon for Canadian and 1c. per gallon for American. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

The hide market is unchanged, and we quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.

ASHES.

The ashes market continues quiet at last week's decline. We quote: First pots, \$3.50; seconds, \$3.25; and pearls, \$5.

MONTREAL NOTES.

Canadian petroleum has been advanced here ½c. per gallon, and American 1c.

Caverhill, Learmont & Co. have been appointed the general Canadian agents for the Cavalier bicycle. This is an AI ma-

Half-and-Half Solder

that is as represented, is a good fine article for wholesale or retail tinsmith work.

TRY MINE—price to match the quality, right.

W. G. HARRIS

25-31 William St.

Toronto, Can.

TELEPHONE 1729

The
"barrel hubs"
of the

"DAYTON"

are much
admired
for their
neat design.

This
popular
wheel
is also
fitted with
the celebrated
"Mesinger"
saddle.

Send for Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS
TORONTO.

chine made by the National Sewing Machine Co., at Belvidere, Ill. They have appointed John Millen & Son, 1331 St. Catherine street, the retail agents for the city.

A. C. Leslie & Co. have no reason to complain of their orders for galvanized iron and tin plate for spring shipment.

H. C. McLaren & Co., the Montreal agents, have just closed a contract for the Toronto Radiator Co. for 20,000 feet of Safford radiators for the new Ogilvie building on St. Catherine street.

Jas. Hutton & Co. find an increasing demand for "Union Jack" galvanized iron. They guarantee it to be equal in all respects to other leading brands.

W. H. Cottingham & Co.'s office and warehouse staff have been busy every night this week catching up with extra business.

The Walter H. Cottingham Co., Ltd., cannot complain of hard times. For several weeks they have found it necessary to work their factory at nights, and expect to have to continue to do so until after the spring trade is satisfied.

ONTARIO MARKETS.

TORONTO, Feb. 21, 1896.

HARDWARE.

TRADE continues exceedingly quiet, and more so than is usual. This can be attributed in part at least to the snow blockades throughout the country, travelers having been compelled to stay for one or two days at points where ordinarily half a day would have sufficed. On the Midland, some of the trains were snowed up for twelve to thirteen hours. There are very few lines in the hardware trade that show increased activity. Tinware shows a decided improvement, and the same may be said of granite ironware. There is a little more doing in plumbers' supplies. Other lines of trade are much as before. Payments are slow.

WIRE—Trade continues quiet and featureless. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—Business is still at a standstill. We quote as follows: 3c. per lb., plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Business is much about the same as a week ago, quiet. Discounts, 75 per cent., with 10-keg lots delivered to points where the freight rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business continues quiet. We quote as follows: Base price, \$2.50, Montreal, Toronto, Hamilton and London;

freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

HORSE NAILS—Trade remains quiet, with discount unchanged at 55 per cent.

HORSESHOES—Trade is moderate only. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER WIRE—Demand is fair at unchanged prices.

ROPE—Trade continues quiet. We quote as follows: Sisal, 7-16 in. and larger, 7c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 7 $\frac{1}{2}$ c. Manilla, 7-16 in. and larger, 9 $\frac{1}{4}$ c.; $\frac{1}{4}$, 5-16, $\frac{3}{8}$ in., 9 $\frac{1}{2}$ c.; deep sea line, 13 $\frac{1}{2}$ c. for water laid, and 14 $\frac{1}{2}$ c. for machine-made; hemp, 7 to 9c.

BELTING—Business continues fair. Discounts: Standard, 45 per cent.; extra, 40 per cent.; No. 1, 50 per cent.

TACKS—Business is still quiet and featureless.

CUTLERY—There is yet no improvement to be noted in this line.

SPORTING GOODS—Ammunition continues to be the only line that is receiving anything like attention.

COW TIES—Trade is quiet and unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Forward orders are still being booked at \$1.60 per 100 square feet.

COIL CHAIN—There is a moderate demand for chain for booming and logging purposes.

PLUMBERS' SUPPLIES—A slightly increased trade is to be noted.

SCREWS—Quiet. We quote: Flat head bright, 77 $\frac{1}{2}$ per cent.; round head bright, 72 $\frac{1}{2}$ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—A fair trade is being done at from \$26.50 to \$27.

CHURNS—There is still a little business being done in booking for forward delivery. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Forward orders for spades, shovels, harvest tools are still being booked.

BUILDING PAPER—Is quiet at the advance. We quote: Plain building, 40 to 45c. per roll; tarred lining, 50 to 55c.; tarred roofing felt, \$1.55 to \$1.65 per 100 lbs.

POULTRY NETTING—Orders are still being booked for forward delivery. Discounts, 65, 10 and 70 per cent.

TINWARE—Further improvement is to be noted in this line. Trade in granite ironware is also considerably better.

MILK CAN TRIMMINGS—Trade continues unsatisfactory. Discounts: 25, 10 and 7 $\frac{1}{2}$ per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

There has been a fair demand for tin plates, steel and black sheets, ingot tin, galvanized iron and ingot copper. In other lines trade is quiet.

PIG IRON—The market continues quiet and steady. Niagara iron is nominally \$18.50 for No. 2 and \$19 for No. 1.

BAR IRON—Trade is quiet at the unchanged base price of \$1.70 to \$1.75 for small lots.

SHEET STEEL—A fairly active trade still obtains. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3 $\frac{1}{4}$ to 4c. per lb.; do. 26 gauge, $\frac{1}{4}$ c.

BLACK IRON—There is a fair demand at unchanged prices. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

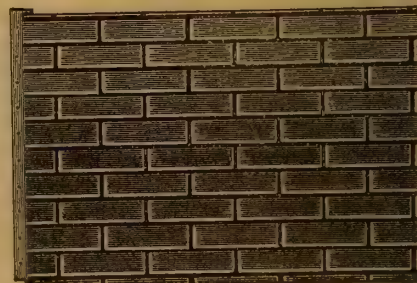
TINNED IRON—Business is fair at unchanged prices. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4 $\frac{1}{4}$ c.; extra large sizes, 6 $\frac{1}{8}$ to 7 $\frac{1}{2}$ c. per lb.

PIG LEAD—Is still in fairly good demand, with prices as before, namely, 3 $\frac{1}{4}$ to 3 $\frac{3}{8}$ c.

LEAD PIPE—Remains quiet. We quote: Lead pipe, 7c.; lead waste, 7 $\frac{1}{2}$ c.; discount, 30 per cent. off.

GALVANIZED IRON—This line is still

**EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.**



WE MANUFACTURE

**Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.**

Send for new Catalogues.

**THE PEOLAR METAL ROOFING CO.
OSHAWA, ONT.**

in fair demand. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Quite a fair demand is reported this week for ingot tin. We quote large lots at 16c., and small lots at 16½ to 17c.

INGOT COPPER—A few good sales are reported. The primary markets are firm. We still quote 11 to 11½c. per lb.

SHEATHING COPPER—Demand is fair. We quote 14½c. for 16 oz.

IRON PIPE—There is not much doing. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvanized, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business continues quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—The demand is fairly good. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Demand is still fair for small lots. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

Orders are still being booked for import, but after this week no guarantee will be given of early delivery. Business from stock is still limited. We quote: For import, \$2.10 to \$2.15 first break in 100-foot boxes; from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

The severe weather of the past few days has been anything but favorable to the paint and oilmen; nothing unusual has transpired during the past week in the way of change in quotations, and prices generally remain about the same. Early in March will see a good number of orders being shipped, for, as far as we can gather, the travelers have

OUR new factory, like our goods, is the most substantial thing of the kind in Canada.

THIS factory is actually in existence, it is not one of those that are several miles long—on paper.

We manufacture only reliable goods, and more of them than all others combined.

We shall be pleased to quote you.

been busy as bees sending in the orders. The trade is beginning to realize the sharp advance which has taken place in white lead products in the Old Country, and this article is in good request on a basis of \$4.75 to \$5 for pure lead. Ready-mixed paints have received considerable impetus lately, and the price remains firm. Varnishes are in fair demand at steady prices. Paris green has been sluggish lately, and it is not expected that there will be much activity for a few weeks, when it is prognosticated a lively demand will set in and we shall see very much higher figures than we now quote. As will be noted in our editorial columns, the jobbers have succeeded in forming an association on linseed oil and turpentine, and advancing prices 3 to 4c. per gallon. Since the advance the demand has been less active.

WHITE LEAD—Ex Toronto we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ to 18c.; ¼-lb. packages, 19½ to 20c.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 4 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 4 to 9 barrels, 57c.; freight allowed.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 4 to 9 barrels, 45c.; freight allowed.

CASTOR OIL—In cases, 6¼c. per lb. and 6¾ to 7c. in small lots.

SEEDS.

The wholesalers are chiefly engaged in buying just now. There is not a great deal of alsike offering on account of the short crop of hay. Holders, particularly of red clover, have been asking better prices than the market warrants; and as the export season is nearly over, jobbers fear that too much for the domestic demand will remain on hand, in which event lower prices would obtain. We quote: Red clover, \$4.75 to \$5 per bushel; alsike, \$3 to \$4.50 per bushel

Metallic Ceiling



Quality and Fit Unequalled

METALLIC ROOFING CO. LTD.

TORONTO, ONT.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with demand fair. Dealers pay 5c. for No. 1; 4c. for No. 2; 3c. for No. 3. Cured hides quoted 6 to 6¼c.

SKINS—Calfskins, 6c. for No. 1, and 5c. for No. 2. Sheepskins are firm at 90c.

WOOL—Trade quiet. Fleece, nominal at 20 to 21c., and rejections 17 to 18c. Pulled supers are 20½ to 21c., and extras, 22½ to 23c.

MARKET NOTES.

The Sherwin-Williams Co. is issuing to the trade a handsome staining card. It is in the form of a palate with the outer edge embellished with fourteen different tints of the firm's enamel paints. The firm's well-known trade-mark is also given a prominent position. The card will prove quite an attraction in the hardwareman's store.

Linseed oil and turpentine are 3 to 4c. per gallon dearer.

Mail advices state that cement in both the English and Continental markets is expected to realize higher prices than it did last year.

W. Hufner, hardware merchant, Boissevain, Man., is in Toronto this week on his usual spring purchasing trip. He reports trade good with prospects bright.

M. & L. Samuel, Benjamin & Co. are showing some special values this week in tracing wheels, curling tongs and can openers, and will be pleased to give particulars and quote prices to the trade on application.

The John Griffiths Cycle Corporation, Ltd., have an attractive display of ladies' wheels in their window this week.

M. & L. Samuel, Benjamin & Co. are now booking orders for forward delivery for syringes. They are handling this year an English syringe, and also one made in Canada. The former they have in the following sizes, 1¼ x 16, with one nozzle, and 1½ x 18, with two nozzles. The sizes of the latter are 1¼ x 15, and 1½ x 18, both with two nozzles. The Canadian make is heavier, and therefore is higher in price than the English. They are also showing a spray pump, for which a large number of orders have already

been booked. Enquiries for these goods will receive prompt attention.

J. & J. Taylor, Toronto Safe Works, are busy building a large steel vault to be used by the Merchants Bank of Halifax in Montreal. It will be put into the new building now being erected by the Bell Telephone Company. This vault will be distinctly new in some of its constructional features, one being the entrance doors, which have a combined thickness of ten inches and a weight of five tons, swinging on a ball-bearing crane.

One of the attractive features of the "Dayton" bicycle, which J. & J. Taylor handle, is the saddle. This is the celebrated "Messinger," which combines all the qualities of strength and durability, and yet is light, and from its construction well ventilated. Its form of construction is novel, the frame being of wood and rattan, covered with soft felt and leather.

UNITED STATES MARKETS.

NEW YORK, Feb. 21, 1896.

PIG TIN—The market here was positively dull. Speculation showed no sign of reviving, and the general report outside indicated that consumers and out-of-town dealers continue to buy only as imperative wants necessitate. Along with slightly lower London cables, this served to carry prices a fraction lower and give matters a weak appearance. On Metal Exchange terms early deliveries could have been purchased at 13.40c.; possibly at a fraction less. Outside of that quarter 13.45 to 13.50c. cash, f.o.b., seemed to have been close figures for round lots.

COPPER—There was no abatement of the strong undertone that has characterised the market for some time past. Holders offered very indifferently and rarely at any concession from the highest figures that have been quoted thus far this month. Orders are hardly as numerous as they were a week ago, but deliveries continue heavy, and there are some indications that the production of leading mining companies for several months is closely sold up. The prices quoted to-day were 10½c. upward for electrolytic and 10c. upward for casting stock.

PIG LEAD—Demand was fairly good here, and business of quite fair amount, it is understood, has been effected the past few days. Few particulars could be learned as to the extent of the movement, but the effect upon prices was clear. In other words, the market was decidedly firm, with 3.15 to 3.17½c. as low as common Western have been purchased for either prompt or forward delivery, and up to 3.20c. asked. London cable to the Metal Exchange quoted £11 6s. 3d. for soft Spanish.

SPELTER—For this article there is little demand here, and the orders that come to hand are almost invariably for small quantities. Those calling for more than single

carloads are strictly the exception. Prices are steady, however, at 4 to 4.05c. for ordinary Western. London cable to the Metal Exchange was £15 3s. 9d. for good merchant brands.

ANTIMONY—A moderate business only is passing, but prices remain quite steady at 7¾ to 7½c. for Cookson's, 6¾ to 7c. for Hallett's and 6¾ to 6½c. for Japanese.

TIN PLATE—The market has a rather weak appearance. Goods are offered in this and neighboring markets in a manner indicating that some American manufacturers are more anxious for orders, and that concessions on the prices generally quoted would be made to secure desirable contracts. Foreign plates, bright charcoals excepted, are almost wholly neglected.

IRON AND STEEL—Pig iron prices are without quotable change, and the market remains bare of new feature, business being wholly of ordinary type and the demand spiritless.

Old material is in fair demand, and prices for most kinds remain steady. About 300 tons iron rails were sold at \$13.50 delivered, or the parity of \$13.50 here. Steel tea rails are about \$12, and girder rails at \$11.50 f.o.b. in this vicinity. Railroad wrought scrap was sold at \$14.50 to \$15, delivered. About 100 tons car wheels went at \$12.50 f.o.b. Jersey City.

CONTRACT FOR STEEL PIPE.

The Board of Administration of the Toronto City Council met this week and opened tenders for the steel pipes for the replacement of the wooden pipe in the lake section of the water-works system. There were eight tenders, one being from Digby & Son, of Birmingham, Eng., whose offer is No. 8 in the figures appended. The tenders were as follows:

Tender No.	SIX FOOT PIPE.			Flexible Joints Each.
	¾-in. Thick Per Foot.	½-in. Thick Per Foot.	Flexible Joints Each.	
No. 1	\$16 00	\$13 60	\$866 66	
" No. 2	16 88	15 08	449	
" No. 3	13 73	12 23	600	
" No. 4	20 55	19 27	814	
" No. 5	13 20	12 00	400	
" No. 6	14 36	12 02	645	
" No. 7	17 45	15 95	700	
" No. 8	£4 05	£3 15s.	£140	
" "	\$21 25	\$18 75	\$700	

The tender was recommended to be awarded to offer No. 5, which was submitted by Mr. George H. Bertram, of Toronto. The aggregate of Mr. Bertram's offer was \$31,620. The recommendation was ordered to be reported to the Council this afternoon.

Petrolea, it is claimed, will see one of the busiest summers ever known in her history this summer. Three new churches, at an average cost of \$10,000 each, will be erected on Greenfield street; the waterworks, at a cost of \$172,000; a large brick hotel, at a cost of \$20,000; also a number of private residences will be built. The new railroad, tapping the C.P.R., is considered to be a sure thing.

STEEL-CLAD BATH AGREEMENT.

HARDWARE AND METAL has been given to understand that all the jobbers have subscribed to the agreement with the Steel Clad Bath Co., and deposited their marked cheques of \$100 as a guarantee of good faith.

The agreement is generally conceded to be stronger than under the one which it succeeded.

With the new agreement have also come some changes in the discounts, the rate now being 20 to 20 and 7½ per cent. off. This is a little better discount than that which previously obtained.

HE IS ENTERPRISING.

The enterprising hardware merchant, A. D. Ellis, of Simcoe, is always abreast of the times; looks well after the trade to be done in his county. He was successful in taking the contract for the furnishing of the large hotel just built in Simcoe against all outsiders. He has also on view in his store the latest style of anchor, a double fluke, which has the double holding power of an ordinary anchor, and it is impossible to foil it. He says business is keeping up well considering the short crops, etc., in his locality.

A HARDWAREMAN'S MEMORY.

Excuses given by those called for jury duty, by which they seek exemption from serving, are somewhat varied. One of the men called in the court of sessions to-day asked Judge Moore to excuse him as his memory was very poor.

"Can't you remember anything at all?" asked his honor.

"No, sir," was the reply. "I can't remember anything for five minutes."

"What is your business?"

"Hardware, sir."

"Don't you remember the prices you ask for your goods?"

"They are marked so I can see them," was the reply.

"If a man told you to-day to send him \$1,000 worth of goods to-morrow, wouldn't you remember to do it?" asked the court.

"No, sir," was the response.

"Just sit down over there and we'll see if we can't give your memory a test."

The juror was still waiting when court adjourned.—Brooklyn Eagle.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto



THE CANADA PAINT CO. Ltd.

"TRIPLE STRENGTH"

Tinting Colors for Pure White Lead

A WANT SUPPLIED. We have frequently been asked to stock pure White Lead **ready tinted**, and have had to explain that the painting trade cannot be expected to carry stock of Lead in a variety of tints. We have found **A BETTER WAY**, having been able to produce in a convenient form, by means of our "Triple Strength" combinations of colors giving desired effects **exactly** and **at once**. We begin with twenty of the most desirable tints and will add to their number as may be desired.

Pure. Finely Ground. Permanent.
Packed in One Pound Tins Only.

Will give the desired shade exactly when used with PURE WHITE LEAD BEARING OUR NAME. Refer to our tint cards, which show the effects produced by using 1-lb. tin to 25-lbs. of our pure White Lead, also 1-lb. tin to 50-lbs. pure White Lead. The Triple Strength Colors are passed the experimental stage and are being largely sold. **"Great strength, small bulk."**

The CANADA PAINT CO. Limited

Sole Manufacturers

MONTREAL TORONTO and VICTORIA

AMERICAN BELLS.

THERE are few bells in the United States that are agreeable to the ear. The foundries seem to go on the idea that anything in the shape of a bell will answer the purpose, says the writer in Harper's, with little or no regard for tone, and we are called to church with the same metallic anger that invites us to a fire. The manufacturers are probably indifferent because the public are indifferent. Their products are mechanical, and only by chance musical. That this does not arise altogether from ignorance of what a bell should be is proved by the existence in the country of a few sets of musical chimes. It is possible, then, to make single bells agreeable.

Apparently now they are cast in a conventional form, with as little regard to their sound as a blacksmith has for that of a horseshoe when he forges it. The shape is determined with little consideration for the sound it will produce, and if the particles of molten metal happen to arrange themselves musically, it is only by chance. No wonder that the great cultivated public are tired of bells, and wish their noise was not added

to the other noises of the city! The bell in the United States is evidently perpetuated mainly on account of its poetic traditions. And it might be easily, and with little more cost, added to the poetry of our daily life.

Why cannot we take a lesson from our neighbor, Mexico? There the bells are almost all of them melodious; the harsh bell is an exception, and is modern. They say that silver enters into their composition, but there is more art and musical taste in their composition than silver. It is not enough to cast a bell in a certain form. Its edges must be made thick or thin to produce a desired musical vibration, and it is tuned, filed and fitted to the note required. And then attention is paid to the manner in which the bell is struck, and the material of the instrument used for evoking the sound. There is need of art in the making and ringing of a bell, as in the making and playing of a piano. We appear to be content with any mass of metal cast in the bell shape, and to let a ringer with the instinct of a blacksmith evoke its dissonance with a sledge hammer.

Robert Barfett, general merchant, Newcastle, who was burned out by the recent fire, has started up again.

FINE PLUMBING.

The James Robertson Co., Ltd., have secured the contract for all the plumbing supplies of the large bath house of the Preston Mineral Swimming and Bath Co.

Mr. P. McMichael, of the company, visited their place last week, and says, when completed it will be the finest institution of the kind in the country.

All of the baths are of the latest improved design, and the appliances and appointments of the entire building are first-class in every particular.

FRANCE'S FOREIGN TRADE.

Statistics of the foreign trade of France during 1895 show that the imports of finished iron totalled 37,144 tons, as compared with 38,319 tons in the previous year, while manufactured steel amounted to 7,974 tons, as against 7,673 tons. The exports of iron in the past year were 27,630 tons, as against 24,220 tons in 1894, and the amount of steel sent away was 19,759 tons, as compared with 15,513 tons. These latter increases were mainly due to iron bars and sheets, and partly manufactured steel.

BOWMAN, KENNEDY & CO.

Wholesale Hardware Merchants

LONDON, ONT.

Acme Skates

Two Thousand Pair
just received into stock.

FULL LINE STEEL, PLATED, RACING, AND HOCKEY.

Repairs and Skate Straps.

Orders filled promptly at closest prices.

A LAND RICH IN MINERALS.

THE New Ontario—that land of innumerable lakes and interlacing streams, of ancient rocks stored with richest minerals, of fertile lands and of vast forest wealth—was the topic of an admirable paper which was read by Mr. Archibald Blue, Director of the Ontario Bureau of Mines, on Saturday night at the regular meeting of the Canadian Institute. The meeting was very largely attended, the lecture room being barely large enough to hold the audience. Prof. A. B. Macallum, the president, occupied the chair, and among the audience were Mr. J. Conmee, M.P.P., Mr. Haycock, M.P.P., and several other members of the Local Legislature. Mr. Blue's description of the country was aided by a large outline map, drawn to scale, of the entire province, and the immense size of the northern districts compared with the longer settled portion of the province was itself a revelation to many in the audience, who after found it easier to credit Mr. Blue's statement that it is 100,000 square miles larger than the older Ontario. After describing its geological aspects, showing that, though called the "New" Ontario, it is in reality a portion of the great Laurentian system, and so one of the oldest portions of the continent, he outlined its history, showing from it also that the title "new" is a misnomer. While in southern Ontario few places are more than 100 years old, in the north many fur-trading forts were established two hundred years ago. At one time, Mr. Blue observed, the town on the site of the present Sault Ste. Marie was looked upon as likely to be the most important place in Upper Canada, the place where the farmers of the County of York would find their best market, while neither Niagara nor York ninety years ago could compare with Fort William as commercial centres. But the fur trade, though causing much activity, in the end did little or nothing to open up the country.

Turning to the physical features of the country, Mr. Blue described the set of watersheds dividing the region into several river basins. "Like every other country over which the glaciers moved," he said, "the whole north is a land of lakes, and so thoroughly is it threaded by streams running into and out of the labyrinth of lakes that the skilled woodsman with his canoe may steer his way in any course at his will. Many of the lakes, too, are of rare beauty, with clear blue waters and studded with lovely islands, of which Temagami, Crow, Shetandowan, Greenwater and Baril are fair types. Temagami Lake, 600 feet, and Crow Lake, 800 feet deep, are among the most picturesque in the world. Of rivers also there is an infinite variety, of all breadths and lengths and colors; and even in the same stream one may discover every shade of change. For miles together it may be level

and placid as a stretch of canal. Then the rocky banks are seen to contract, the current becomes a rapid, and presently expands into a lake. Or there are shallows, a maze of channels through islets clothed with spruce or cedar, a terraced fall, the swirl of eddies, a rush of the foam-flecked flood between walls of rock, with the almost constant lakelet or lagoon in a setting of dark woods beyond."

The resources of the country next engaged Mr. Blue's attention. The most obvious of these is the forest. There are yet wide tracts of pine land left, despite the axe and the forest fire, while there is springing up a demand for poplar and spruce for the manufacture of pulp. "In all human probability," Mr. Blue said, "we shall never be able to find a complete substitute for wood in the arts, and it is not too early now for adopting schemes to conserve our forests. There are many parts of the north so rough and rocky as not to possess any prospective value for agriculture, but suitable enough for forest growth. What better policy can be chosen as regards such tracts than to set them apart in perpetuity as Crown forests?" (Applause.) The north has great agricultural possibilities, he went on, this being especially true of the river valleys north of Lake Huron, where the soil is wonderfully productive. Other excellent areas are the Lake Temiscamingue District, where 25 townships embracing 575,000 acres are surveyed. The districts north and west of Lake Nipissing, the valley of the Vermilion River, the Wabigoon District, where the new dairy farm has been established by the Ontario Government, and the Rainy River District, also received most favorable mention.

The marvellous mineral wealth of the country was next touched upon. Silver, native copper, copper sulphide, nickel, iron, gold, etc., were shown to exist in great quantity. In addition to the famous Sudbury mines, Mr. Blue alluded to hematite iron ore on the Mattawin, and magnetite iron ore on the Atik-okean, the ore existing in both places in mountainous quantities; millions of tons could be mined as in an open quarry. The wide distribution of what appear to be rich gold fields was noted.

The slow growth of this region in population, Mr. Blue said, in conclusion, is humbling to our pride as men of an enterprising and progressive race; population and capital are the two things needed, and he held that Ontario itself should send the men and the money to open up this rich heritage. "Ought not the policy to be, that we ourselves possess the land and win its wealth?" were the concluding words.

A. M. Little, general merchant, Guelph, after a successful and unbroken business career of over 28 years in the "Royal City," has sold his stock to S. L. Squire, a young man well known in that locality. Mr. Little, it is reported, will now take a trip to California. **HARDWARE AND METAL** wishes Mr. Little a pleasant holiday and his successor a prosperous career.

STAINED GLASS 4,000 YEARS AGO.

The glass blowers of ancient Thebes, says an exchange, are known to have been as proficient in that particular art as is the most scientific craftsman of the same trade of the present day, after the lapse of forty centuries of so called "progress." They were well acquainted with the art of staining glass, and are known to have produced that commodity in great profusion and perfection. Rossellini gives an illustration of a piece of stained glass known to be 4,000 years old, both in tint and design. In this case the color is struck through the vitrified structure, and he mentioned designs struck entirely in pieces from a half-inch to three-quarters of an inch thick, the color being perfectly incorporated with the structure of the piece and exactly the same on both the obverse and reverse sides.

The priests of Ptah, at Memphis, were adepts in the glassmakers' art, and not only did they have factories for manufacturing the crystal variety, but they had learned the vitrifying of the different colors and the imitation of precious stones to perfection. Their imitations of the amethyst and of the various other colored gems were so true to nature that even now, after they have lain in the desert sands from 2,000 to 4,000 years, it takes an expert to distinguish the genuine article from the spurious. It has been shown that, besides being experts in glassmaking and glass coloring, they used the diamond in cutting and engraving glass. In the British Museum there is a beautiful piece of stained glass, with an enblazonment of the monarch Thothmes III., who lived 3,400 years ago.

IS IT FICTION?

It is not generally known that there is a small band of men and women who make a certain, if somewhat small, living by merely gazing in shop windows. Such, however, is the case, as a representative of Tit Bits found out the other day. By a lucky accident he met the manager of this shop-window-gazing agency.

"Oh, yes," said the manager, "our agency has been in existence for some little time, and the men and women whom we employ have had plenty to do, especially during the past season. I will briefly explain our modus operandi. We have about 20 employees, whom we pay from 10 to 20 shillings a week. I am always on the lookout for new shops in and around the west end, and, as soon as one appears, I call upon the shop-keeper and suggest that he might improve his trade very much if he engaged one or two of our shop gazers. The older shop-keeper may ridicule the idea, but smart and enterprising men see that there is something in it.

"More than one shop-keeper has availed himself of our services by having one or two of our people—men and women who are dressed in the height of fashion—continually stopping to look at the contents of their windows. If the ordinary London passer-by sees a person gazing intently in a shop window, he or she immediately follows suit and is followed by a crowd of other folk. If the shop-keeper has a good and attractive window the crowd notes the same and the shop-keeper has secured a good advertisement."—London Tit Bits.



MILK CAN TRIMMINGS

Our Patent Bottom still keeps the lead. You can make a better can in less time, with less solder, than with ordinary trimmings. Mechanics endorse them.



FARMERS ASK FOR THEM AND WILL TAKE NO OTHER.

The Thos. Davidson Mfg. Co., Ltd. - Montreal

GOODS FOR HIRE.

THERE are, no doubt, a few ironmongers who occasionally let out for hire articles such as are required at public dinners, teas, and other similar forms of entertainment, both public and private, but it is generally done in an "I don't care much about it" sort of style on his part. The greater part of this branch of business (within a wide range of the Metropolis, at least), seems to be in the hands of a few large firms of refreshment caterers who, to judge from their exorbitant scale of charges, must make a very good thing of it. There must be many occasions in almost every town when, if the local ironmonger, for instance, could provide table cutlery, electro-plate goods, and even glass and china, managing committees might decide to effect a great saving by entrusting this part of the work to him. A good profit may be made in a short time at a much less rate of charges than are now usual. In addition to this one particular example, there are a hundred and one other opportunities of introducing this branch of business.

For example, in the winter and early spring there are oil and gas warming stoves, and lamps (including fairy lamps for decorative purposes). Skates are often asked for on this system, and more than one ironmonger has made a good profit on the cost by adopting this plan, and then selling off at

the close of the season at prices that drapers would call "alarming sacrifices," but which pay better than keeping till next season.

In brief, this is a trade that is capable of being developed, if prices are not, as is often the case, out of all proportion to the actual value of the article itself. Periodical clearance sales of these goods might be occasionally indulged in, when they could afford to be sold at bargain prices. A genuine "bargain sale" is a novelty to most hardware establishments, but it would be found a better general advertisement than many of the methods now employed.—Hardwareman.

IRON-PRODUCING DISTRICTS OF BRITAIN.

The principal iron producing districts of this country at the present time are Cleveland, or North Yorkshire, yielding over 5,000,000 tons annually, and Cumberland and North Lancashire, with an output of about 2,000,000 tons. The Cleveland ore, an earthy carbonite, occurs in the form of a bed about 10 feet thick in the middle lias, while the red hematite of the two other counties is found mainly in the form of huge irregular masses in the carboniferous limestone. On an average, the Cleveland ore contains about 30 per cent. of metal, and the red hematite 50 to 60 per cent. In consequence, although very much smaller in quantity, the output of Cumberland

and Lancashire is worth considerably more than that of the Cleveland district. Open workings in the inferior oolite of Lincolnshire and Northamptonshire furnish no inconsiderable supply of a cheaply-wrought, stratified, brown iron ore.—Iron and Steel Trades Journal.

WILL LOOK AFTER SMOKELESS POWDER.

Lieut.-Colonel J. A. S. Colquhoun, late R.A., has accepted the position of chairman of the Smokeless Powder Co., Ltd., which has become vacant through the recent decease of Mr. J. D. Dougall. Lieut.-Colonel Colquhoun has had a large experience with war material of all kinds, having served in the Indian Ordnance Department for over twelve years, besides having had charge for a time of the small arms ammunition factory at Dum Dum. Previous to his retirement from the service in December, 1892, Lieut.-Colonel Colquhoun was employed as ordnance consulting officer for India and ex officio member of the Ordnance Committee, a position which he held for seven years.

Mr. L. G. Duff Grant, who has been secretary of the company since its formation, and who was recently in Canada, has been appointed general manager and secretary, and Mr. A. R. Berry as assistant secretary.

AGENTS WILL ADMIT

SELL THE WHEELS THAT SELL THEMSELVES:

McCready No. 1....	\$100.00	Euclid	\$60.00
McCready No. 2....	85.00	Elyria, Girl's.....	47.00
Standard.....	70.00	Elyria, Boy's.....	45.00

Send in your application for an agency, as our Travellers leave this week.

Sole Canadian Agents for the

WHITELY EXERCISER

The **R. A. McCready Co. Ltd.**

149 Yonge Street

TORONTO, ONT.

That the public in general are rapidly becoming better qualified to judge of the individual merits of the various makes of wheels. As a result the purchaser of a '96 wheel will insist on a good wheel. He will want a McCready wheel. They are being advertised widely, and he will be thoroughly posted as to the wheel he wants.

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care **HARDWARE, Toronto, Ont.**

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." **HARDWARE AND METAL** office, Toronto.

FOR SALE.

A FIRST-CLASS STORE, TIN AND HARDWARE Business.—Located about 50 miles from Montreal, in a manufacturing town of 2,000 population, with electric light and water-works. The only hardware store in the place. Good reasons for selling. Rent of building and price of business reasonable.—Address: N.M.G., office **HARDWARE AND METAL**, Toronto. (8)

WANT
ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

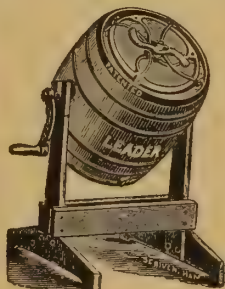
Hardware and Metal, Toronto



Champion Fire and Burglar-Proof Safes . .
Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.

**LEADER
CHURN**



Our Churns for this season are first class in every respect well bound with **six hoops** and thoroughly dry.

WRITE FOR PRICES.

DOWSWELL BROS. & CO.

Hamilton, Ont.

**THEILE &
QUACK'S
YELLOW
LABEL**



ENAMELWARE

White-White.
Blue-White, Grey, etc.

LAMPLOUGH & MCNAUGHTON
MONTREAL

THE RUBBER INDUSTRY.

THE rubber industry both of this and of other countries represents a much larger investment both of capital and enterprise than is generally supposed. Its use is considerably increasing and is likely to continue so. It enters into so many forms of service where its qualities give it a special favor, and in which it is not likely to be easily displaced, that it is likely to figure more prominently than ever as an important industry. From figures given by The India Rubber World, the output of india rubber from Para during the calendar year of 1895 was 13.4 per cent. greater than in the previous year. In a comparison of exports from Para at intervals of five years, it is shown that the increase has been five-fold in thirty years, and the amount doubled in twelve years. The combined English imports of crude india rubber and gutta percha in 1895 made a total of 43,599,904 pounds. The estimated visible india rubber supplies of the world on December 31, 1895, are thus tabled :

	Pounds.
Stocks in the United States.....	1,251,000
Para grades.....	601,000
Central American and Caucho	200,000
African and East Indian	450,000
Stocks in Europe.....	3,472,000
Para grades.....	1,164,000
All other.....	2,308,000
Stocks of Para at Para and afloat	5,385,000
Total.....	10,108,000

[This excludes stocks afloat of all other than Para sorts.]

One of the later stimulants to the rubber industry has been the pneumatic tire for cycles. This has developed an almost new industry, which has been taken up with the usual promptness and spirit of a stirring age. It would be a task to enumerate even a quota of its several uses. For some time to come it will be an important factor in commerce, and in its finished products will represent a vast amount of a self-sustaining industry.

OLD-TIME WINDOW GLASS.

"The glazier of fifty years ago," said a Maine man of experience in the business to a reporter, "worked differently from what we do to-day. Glass was very costly then compared with present prices, and much of it was so warped and crooked that it would be a curiosity in these times. Owing to the cost we had to be very careful in setting it, and the glazier of that day had to be a wood carver as well as a man of putty. The warped panes would be laid into the sash and their shape 'scribed' on the wood underneath. This was then cut away, so as to make the glass fit into place. Nowadays the glass is tolerably true, and, besides, it is so cheap that we never stand for a fit. It is sprung into its place, and if it breaks it is thrown aside. The old crooked glass was, some of it, of superior quality. This was known as Boston crown glass or Berkshire crystal. It was clearer and more brilliant than most modern glass. Only the better quality houses had this kind, but there are still many old residences through Maine in which it may be found."

Confederation
Life
Association

HEAD OFFICE, TORONTO

The demand for a contract guaranteeing a fixed income for a term of years has led to the adoption by the Confederation Life Association of the Guaranteed Income Policy, under which is guaranteed to the beneficiaries, under the contract, or if policy is on the Endowment Plan, to have the insured, should he survive the period, a fixed annual income for ten years of \$100 per year, or for twenty years at \$50 per year, as the case may be, for each \$1,000 of insurance held.

All the benefits and privileges, such as Extended Insurance, Paid-up and Cash Values, etc., as at present given under the ordinary Unconditional Policy, attach also to the Guaranteed Income Contracts, and the fact that such a policy relieves the anxiety as to investment should make it very popular.

The Head Office or any of the agents of the association will be glad to quote rates on application.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

J. WATTERSON
 Merchant
 Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.
 Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Alexander Macpherson & Son

Barb Wire, Plain Wire,
 Pliers, Green Wire Cloth,
 Sap Spouts, Babbit Metals,
 Skate Sharpeners, Valves,
 Skates, Harvest Tools,
 Nicholson and American Files,
 Cant Dogs and Handles.

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

**Imperial
 French Green**

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

INCANDESCENT LAMP FILAMENTS.

THE experience of a German manufacturer of incandescent lamps with various materials for filaments should be of value to English manufacturers, says Kuhlow's Trade Review. Different materials were experimented with, of which the results are given of carbide of silicon, pure carbon filaments impregnated with the oxides used in the Welsbach burners, and calcium carbide. The filaments of carbide of silicon blackened the lamp bulb so quickly that a lamp, giving 16 c.p. with 105 volts and 3.65 watts per candle power, required 4.4 watts at 120 volts to give the same candle-power after 60 hours. Some difficulty was also experienced with these filaments from their breaking off at the junction with the leading-in wires. It is believed that rapid decomposition of the carbide is caused by the action of the current. The difficulties in manufacturing a filament of pure carbondum have been surmounted, but the material is practically a non-conductor. Various combinations of carbon and boron have been tried, but without satisfactory results. Filaments covered with Welsbach oxides (oxide of zirconium) are not strong, require many watts per c.p., and rapidly lose their illuminating power. In the ordinary incandescent lamp there is an illuminating equal to 1 c.p. from every 3 to 6 square mm. of surface, while in the mantle of the Welsbach burner 33 square mm. of surface is necessary for 1 c.p. Some very good results have been obtained with calcium carbide. The light given off is pleasant and bright, the lamps are quite strong, and the filaments have an equality in resistance throughout their length which cannot be obtained with carbon filaments. If carbon is employed, experience seems to point to the desirability of making it as dense and resisting as possible. The mercury pump is said to give better results than the mechanical pumps, owing to the better vacuum obtainable, the economy and life of the lamp being very dependent upon the vacuum.

ALUMINUM COFFINS.

Coffins are now made of aluminum. Like the modern square burial casket, the aluminum coffin is made of uniform width, with square ends and vertical sides and ends. It is finished with a heavy moulding around the bottom and at the upper edge, and with pilasters at the corners, and has a rounded molded top. It is provided with extension bar handles. The aluminum casket is not covered, but finished with the metal burnished. It is lined in the usual manner. The weight of a six-foot aluminum coffin is 100 pounds. A six-foot oak casket weighs about 190 pounds, and a cloth casket of the same size with a metal lining about 175 pounds. Other metallic caskets weigh from 450 to 500 pounds. The cost of aluminum coffins is from \$750 to \$1,000 — Ex.

The **Swansea Forging**
 Company, Limited

SWANSEA
 Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
 Wire Nails Washers
 Bridge and Roof Rods
 Contractors' Supplies
 Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
 etc., etc.*

Brushes

SPRING 1896.

**NEW LINES
 NEW PRICES
 NEW GOODS**

New catalogue now in press, ready about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

**Church's
 Cold Water
 Alabastine**

**The Best
 Wall Coating
 on the Market.**

Sold by **Paint and Hardware
 Dealers** everywhere.

**New Advertising Features
 this Season.**

150 Newspapers
 Educating the People.
 Order Now.

Invoices dated April 1st.
 Our Travellers now on the Road.

THE ALABASTINE CO., LTD.
 PARIS, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE Montreal Roofing Co. were the successful tenderers for plumbing in the new Ogilvy building on St. Catherine street, Montreal. On Monday last also their bid for the heating was accepted.

* * *

Daniel McCrae, late of the firm of McCrae & Watson, which wound up its business some time ago, has accepted the position of superintendent of the plumbing department of the Montreal Roofing Co.

* * *

The contract for the heating of the Ogilvy building on St. Catherine street, Montreal, calls for the use of 20,000 feet of the Safford radiators.

* * *

MONTREAL PLUMBERS DINE.

The Montreal Master Plumbers' Association had a jolly evening at the Richelieu Hotel last Monday. The occasion was the annual banquet of the association, which has become one of the events of the dinner season. The one under consideration was no exception to the rule, the increased attendance testifying to the growing membership of the association. President Joseph Lamarche presided, and the necessity, standing and importance of such craftsmen as the plumbers in all closely settled communities as Montreal was testified to by the attendance of many public men.

The Corporation was represented by acting Mayor Jacques, the Health Committee, whose connection with the plumbers is very close and intimate, by its chairman, Ald. Beausoleil. Other aldermen present were Ouimet, Savignac, Reneault, and Dupre.

Lieut.-Col. Massey, of the Gurney-Massey Co., represented the wholesalers' and jobbers' interests, as did Jno. Date and A. W. Glassford.

The plumbers are among the loyalest of the loyal, and of course did not forget to honor Her Majesty and her representative. Then their eloquent corresponding secretary (J. W. Hughes) proposed "The Corporation of Montreal," the sentiment calling for remarks from the acting Mayor and Ald. Beausoleil. Both spoke of the marked advance in the city of late years, especially in the matter of sanitary arrangements. Health-Chairman Beausoleil made the point that, while they had been advancing, there was yet a lot of work to be done, and no more important influence could be mentioned in this connection than the association that he was addressing.

"Our Guests," called for a speech from Lieut.-Col. Massey, and in response he gave some delightfully entertaining stories of the days of old, and how the boys managed to enjoy themselves. Sanitary Engineer Dore and A. W. Glassford also had a few words to say. John Date proposed "Our

Absent Friends," and F. Hortan thanked those present for remembering "The Ladies," at the same time suggesting that members of the fair sex be invited to grace the board at the next reunion of the association. Some kind words concerning "The Press" were said, and a most enjoyable evening was brought to a close by the singing of the National Anthem. The Banquet Committee, which had charge of the arrangements, consisted of P. J. Carroll, chairman; J. Watson, J. Monpetit, G. Denman, A. Verville, F. Moll and J. A. Sadler.

* * *

BUSINESS DOWNFALLS.

A meeting of the creditors of Alfred Bais, plumber, Montreal, was held yesterday.

Laurier & Verville, plumbers, Montreal, are offering to compromise at 25c. on the dollar.

F. Duclos, plumber, Montreal, is offering to compromise at 10c. on the dollar, cash.

* * *

CONTEMPLATED BUILDINGS.

A building permit has been issued to Mr. Sam Southcott, to erect a \$1,500 brick veneer house at the corner of Elizabeth street and Queen's avenue, London, Ont.

Plans are being prepared for a large addition to the deaf and dumb institution building in Belleville.

Wm. Brooks, Dundas street, East London, will build a two-storey brick veneer residence on the south side of Dundas street. J. Agar, King street, will build a brick veneer cottage on the north side of King, between Ontario and Rectory streets.

FOUND IT AN ADVANTAGE.

Among the seven trades which a student in mechanical engineering must learn at Cornell is that of the blacksmith. Occasionally there is a protest, but it is never heeded. One dude ten years ago was unusually averse to soiling his hands. But he had to work at the forge just the same. Last fall he went to Professor Morris and thanked him for being compelled to learn blacksmithing. "Why?" asked the professor. "Why, you see," replied the former dude, "I am now superintendent of a mine way back in Colorado. Last summer our main shaft broke, and there was no one in the mine but myself could weld it. I didn't like the job, but I took off my coat and welded that shaft. It wasn't a pretty job, but she's running now. If I couldn't have done it, I'd have had to pack that shaft on mule back and send it 300 miles over the mountains to be fixed, and the mine would have shut down till it got back. My ability to mend that shaft raised me in the eyes of every man in the mine, and the boss raised my salary."—Scientific American.

THE HARDWARE INDUSTRY.

Fifty years ago, says New York Mail and Express, the great proportion of hardware used in this country was imported; to-day the great proportion is manufactured here. The growth of the business, from a small beginning to its huge proportions, has been through gradual development. Hardware is a staple article, or articles, for the term implies endless articles necessary to house building, metal trimmings, all kinds of tools, cutlery and nails. In an interview, a prominent member of the trade said: "New York is the biggest hardware manufacturers' centre in the United States. There are large distributing cities, such as Cleveland, Chicago and St. Louis, but they depend largely on the New York houses for supplies. The biggest market for American manufactures is America. New York's pre eminence in the hardware trade is probably due to the fact that the industry is one of eastern origin, and New York was the natural stopping place for merchants from the west and south. Instead of going to New England they stopped at New York.

NEATNESS OF DESPATCH.

There are many matters in themselves apparently insignificant, but which go a long way towards the success of a business—amongst others, neatness of despatch. The character of a business is often judged by the manner in which goods are sent out. In order to make a good impression, the article should be very neatly wrapped in brown paper and securely tied with string, the thickness of which should be in proportion to the style of the parcel. If enclosing an invoice or circular (which should be well printed on good paper), let this be evenly folded and placed within an envelope. See that the errand boy has clean hands and face, and instruct him how to deliver the parcel. If any message is necessary, it is generally advisable to send it written rather than allow it to be given verbally. Some may think these suggestions very trifling, but if those who have hitherto been indifferent on this point will give a little more attention to it they will be amply repaid, for the recipient of goods despatched in this way will conclude that the general tone and management of the business is satisfactory, and he will have no wish to purchase elsewhere.—Hardwareman.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N. B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

IRON PRODUCTION DECLINING.

THE Iron Age, in its monthly report of the pig iron production, says: "The production of pig iron has dropped below the 200,000-ton mark, there having been quite a marked falling off in active capacity. Had it not been for an increase in the Pittsburgh district, due chiefly to a transfer of two Edgar Thompson furnaces from Spiegel to Bessemer, the decline would have been more notable still. Even with this restriction stocks have accumulated, but in that respect January always presents an appearance which is worse than the true circumstances call for. A good many steel works, puddling mills and foundries are idle a part or a whole of the month for repairs, while the furnaces are running steadily. The result is naturally an accumulation of iron. It is true that our stock statistics do not cover the figures dealing with the accumulations at the furnaces controlled by steel works. If they were included, the figures would be much larger. It is a well-known fact that nearly every large steel plant in the country is carrying a good deal more pig iron than for a long time. The weekly capacity of all the furnaces on Feb. 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
February 1, 1896.....	215	198,599
January 1.....	241	207,481
December 1, 1895.....	242	216,797
November 1.....	239	217,306
October 1.....	232	201,414
September 1.....	215	194,029
August 1.....	200	180,525
July 1.....	185	171,194
June 1.....	172	157,224
May 1.....	171	156,554
April 1.....	171	158,132
March 1.....	173	156,079
February 1.....	179	163,391
January 1.....	182	168,414
December 1, 1894.....	184	168,762
November 1.....	181	162,666
October 1.....	172	151,135
September 1.....	171	151,113
August 1.....	135	115,356
July 1.....	107	85,950
June 1.....	88	62,517
May 1.....	127	110,210
April 1.....	144	126,732
March 1.....	133	110,166
February 1.....	125	99,242
January 1.....	130	99,087
December 1, 1893.....	130	99,379
November 1.....	117	80,070
October 1.....	114	73,895

"The position of stocks, sold and unsold, as reported to us Feb. 1 was as follows, the same furnaces being represented as in former months:

	Nov. 1.	Dec. 1.	Jan. 1.	Feb. 1.
Anthracite.....	267,594	283,624	371,933	435,417
Coke and charcoal...	129,075	128,788	131,584	131,288
Totals.....	396,669	412,392	503,517	566,705

"These stocks do not include the majority of the furnaces controlled by steel companies nor one large maker of foundry iron. The product of this concern and of eleven steel companies was 385,977 tons in January out of an estimated total of 848,000 tons, exclusive of charcoal iron."

In commenting upon the above the N. Y. Journal of Commerce says: "The capacity of furnaces in blast was, on the first of the month, according to The Iron Age, about 18,000 tons of pig iron a week less than it was when the production reached

its maximum on November 1. There has been at the same time an increase in the stocks on hand, which shows that the cutting down of production did not begin any too soon. The year promises to be a satisfactory one in the iron and steel trade, but the number of plants we have creates a con-

stant temptation to overproduction, and the iron and steel interest will be fortunate if it succeeds in adjusting the supply, when the future is looking rather tempting, to the demand, without going through a distressing period of excessive production followed by prolonged idleness."

Best Varnishes

TIN PLATE

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Makers' Agents for

Lydbrook, Allaway's

Dominion, and other brands.

Enquiries for IMPORT orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

... MONTREAL

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...

CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works**BLOOMSBURY,**
London, W.C.

BRUSHES

RUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

D McEACHREN, general merchant, Clifford, has assigned to J. Hill, of the same place.

Lee & Co., general merchants, Alliston, have assigned to E. J. Henderson.

E. Morel, tinware, St. John's, Que., has obtained an extension.

D. W. Dart, furniture and undertaker, Deseronto, has assigned.

Henry Tovell, blacksmith, Walkerton, has assigned to Robert Millions.

F. Routhier & Sons, foundry, Vankleek Hill, have assigned to W. H. Pambrun.

G. J. Alford, manufacturer grain cradles, Harlem, Ont., has assigned to Omer Brown.

Pike & Parsons, general merchants, Carbonear, Newfoundland, are asking an extension.

H. E. Thornton, general merchant, etc., Tamworth, is about calling a meeting of creditors.

Jean E. Evans, general merchant, Forestville, has assigned to C. B. Armstrong, of London.

The stock of E. N. Beattie, grocer, St. John, N. B., has been seized under warrant of distraint.

J. C. Lilois, general merchant, Montmagny, Que., has compromised at 65c. on the dollar.

A. Dufour & Fils, general merchants, Murray Bay, Que., will meet their creditors on 28th inst.

J. A. Pinard, general merchant, St. Monique, Que., is offering to compromise at 60c. on the dollar.

D. A. Mackenzie & Co., manufacturers of varnishes, have assigned to E. R. C. Clarkson, of Toronto.

Jeffrey Bros., hardware, stoves and tinware, Stratford, are preparing a statement for their creditors.

A. Daveluy, general merchant, Maddington, Que., is offering to compromise at 50c. on the dollar cash.

A meeting of the creditors of Haller & Hecker, importers of hardware, etc., Montreal, will be held to-day (Saturday).

Leah Sib'ey, general merchant, Denbigh, has assigned to John Ferguson, of Toronto, and a meeting of creditors will be held 27th inst.

J. B. Montanbeau, general merchant, Batiscan, Que., is offering to compromise at 25c. on the dollar. The creditors are willing to accept 35c.

CHANGES.

Joseph Douglas is starting into business in Ottawa as a roofer.

John Wilcock is beginning business in Montreal as a hardware merchant.

A tinsmithing business has been opened out in St. Tite, Que., by J. A. Paquet.

R. A. Stiver, general merchant, Unionville, has sold out to Charles H. Stiver.

M. T. Buchanan, manufacturer pitching machines, Ingersoll, has sold out to J. W. Cameron.

Holmes & Turner, carriage makers, Norval, have been succeeded by James McKinney.

Winram Bros., agricultural implements, Manitou, Man., are opening out in Pilot Mound, Man.

The W. R. Gardner Tool Co., Ltd., Brockville and Sherbrooke, Que., is applying for charter of incorporation.

The Fairchild Vehicle & Machinery Co., Ltd., of Winnipeg, is making application to change its name to the Fairchild Co., Ltd.

PARTNERSHIPS FORMED AND DISSOLVED.

Funk & Frieson, general merchants, Altona, Man., have dissolved.

F. W. Weir & Co., hardware, etc., Winnipeg, have dissolved. A. Walker retires.

John McG. and W. H. Cunningham have registered a partnership in Halifax to carry on business as general merchants and fish dealers, under the style of Cunningham Bros.

Charles and W. E. Bragg have registered a co-partnership in River Philip, N.S., to carry on business as general merchants and lumber dealers, under the style of Chas. Bragg & Son.

SALES MADE AND PENDING.

The general stock of Irwin & Co. has been sold.

The assets of A. Bell & Co., general merchants, Ste. Agathe, Que., are to be sold by tender.

The assets of Alex. Lawrence, general merchant, Mattawa, are advertised for sale by tender.

The stock, etc., of the estate of F. E. Harper, furniture, Havelock, are to be sold by tender.

Plant, etc., of W. R. Cuthbert, brass founder, Montreal, are advertised for sale by auction.

Mrs. J. Israel Garneau, tinsmith, Levis, Que., is advertising her effects for sale by auction on 25th inst.

The stock of the estate of Peter Zoeger, general merchant, Beeton, is advertised to be sold by auction 26th inst.

The stock of the insolvent Campbell Furniture Co. has been sold by W. A. Campbell to a local merchant for 65c. on the dollar.

FIRES.

The store of W. E. Anderson, general merchandise and lumber, Portland, has been destroyed by fire.

DEATHS.

E. Lemieux, general merchant, Bienville, Que., is dead.

SHEFFIELD'S TRADE WITH THE STATES.

The Sheffield steel trade with the United States is increasing more rapidly than that in cutlery. Some people are puzzled thereby. There is really no mystery in the matter. Business in America has been going up by leaps and bounds, particularly during the latter half of the year, and, large as is the output of American steel firms, it is not equal to the demands upon it. This applies more especially to the higher classes of steel, which the Americans still take from Sheffield. To have more doing in steel is, of course, satisfactory, but there is another side to it. Freer use of the raw material in the States indicates a greater production of finished goods. Although these are mainly for home consumption, they are also sent out in no inconsiderable quantities into our colonies and the South American markets. It is almost entirely in the costly classes of cutlery that the Sheffield trade is maintained, the American and cheaper makes largely monopolizing the market both in the States and adjoining lands. If the American Legislature gives another turn to the tariff screw, the duties on cutlery and steel may be raised by 10 or 15, or even 20 per cent. It is not anticipated by good judges here that these tariff alterations will greatly affect the Sheffield houses. The business, as we have said, in the cheaper grades is practically lost. The Americans only buy from us now such classes of goods as they cannot themselves produce. These are the very finest kinds of steel and the most expensive productions in cutlery.—British Trade Journal.

WINDING STEAM PIPE WITH WIRE.

The plan of winding steam pipes over eight inches in diameter with three-sixteenths inch copper wire, says a contemporary, thus nearly doubling the bursting pressure, is pronounced by competent judges to be an important change in engineering practice. Further that the thickness of sheet copper forming the pipe may be reduced to the minimum, and at the same time insuring the full advantage of wire winding, an improved system of manufacturing steam pipes has been devised, described as consisting in simply using copper of the thinnest possible gauge to form the interior or core of the pipe, while the body proper is composed of steel wire wound closely around the core, the interstices being filled in solid with copper by electro-deposition. Increased strength comes from wire winding.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.

Thos. Forrester, 208 St. James Street, Montreal
 Manufacturer of Rubber Goods and Weather
 Strip of all kinds.

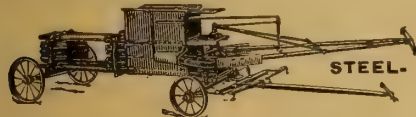
**FOR IRON FENCING
 BANK AND OFFICE RAILINGS**

 and all kinds
 of Iron and Wire
 Work, address

**Toronto Fence and
 Ornamental Iron
 Works**

 73 Adelaide St. W.,
 Agents Wanted. Toronto

**DEREDICK'S PATENT STEEL SHELL
 HAY PRESSES.**

 Made of Steel—lighter, stronger, more power, ever-
 lasting, and competition distanced.

 Also all styles of Bale Ties made from the Best
 Steel Wire. A full line of repairs for Dederick's
 presses always on hand.

Manufactured by ROYD & CO., Huntingdon, Q.

**ADVANCED!
 WHAT?**

 All kinds of Raw Material; but we are de-
 termined to keep our well known brand

**UNICORN
 MIXED PAINTS**

 at the same popular price as before—How
 do we do it? We turn out such big quan-
 tities that we can be satisfied with small
 profits, and our paints are the

BEST IN AMERICA.
A. RAMSAY & SON, MONTREAL
CUTLERY
H. BOKER & CO.

Pen Knives in large varieties

ALSO

SCISSORS AND RAZORS
RICE LEWIS & SON, Ltd.,
TORONTO
**MANITOBA A GOOD HARDWARE
 COUNTRY.**

MR. C. W. McLENNAN, hardware
 merchant, of Melita, Man., was in
 Toronto last week. Mr. McLennan
 is a young man who went to Manitoba from
 Ontario about five years ago, and like a good
 many who turned their steps to the glorious
 Northwest, he is suffering no pangs of re-
 gret. "I would not think of coming back to
 Ontario again," he declared with emphasis
 in replying to a question I put to him.

"What kind of fall and winter trade have
 you had?"

"Good, although the farmers are holding
 a great deal of wheat. Of course, the bulk
 has been shipped out, but it is the general
 opinion that about one-third is still to be
 sold. The outlook for spring and summer
 trade? O, I think it is better than it ever
 has been before"

"Do you experience much competition
 up there?"

"Some; but it is not nearly as bad as it
 is in Ontario. Manitoba is a good hardware
 country," continued Mr. McLennan. "It is
 the staple trade there. Every little town
 has its hardware store, while in Ontario
 there are many places that have none, the
 general stores serving the purpose. What
 makes Manitoba a good hardware country?
 O, I suppose it is because it is a new
 country and there is always more or less
 building going on."

"Are the farmers in your part of the
 country going in for stock raising to any
 extent?"

"Yes; they have made a beginning, and
 last year they did some exporting. Last
 year a good many thin cattle were brought
 up from Ontario. These our farmers would
 buy and take back with them when they
 brought down their own fat cattle and sold
 them."

**TRIPLE STRENGTH TINTING
 COLORS.**

Attention is called to the Canada Paint
 Co.'s advertisement for Triple Strength Tint-
 ing Colors. These specialties were only in-
 troduced late in the autumn, but seem to
 have taken a good hold throughout the Do-
 minion. The Triple Strength Tinting Colors,
 it is said, are made from the strongest
 known pigments ground in pure linseed oil,
 and are used for tinting white lead without
 calling in the aid of a variety of colors, such
 as greens, blues, blacks, and yellows, to make
 the shade. This color "essence," if we may
 so term it, is a step in advance, inasmuch as
 it will make painting more popular, and re-
 duce the risk of blundering in striking the
 proper shade. We understand the Canada
 Paint Co. will mail a pack of their cards
 showing the various tints, to any subscriber
 of **HARDWARE AND METAL** who may
 write either to the head office in Montreal,
 or to Mr. W. H. Evans, their resident agent
 in Toronto.

 1875. **COVERT'S** 1896.


Our TRIUMPH Snap with flat spring, and BANNER Bolt
 Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which
 we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever
 before. Only best steel used. Write for
 fuller particulars.

FOWLER & RANKINE,
 St. John, N.B.

A. ROOT, LYN, ONT.

Manufacturers of **DRY AND LIQUID
 WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and
 Hub Blocks. Send for Price List.

**The Saint John Bolt
 & Nut Works**

ALEX. RANKINE, Proprietor
 St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

**CHARCOAL PIG IRON
 MONTREAL.**

BRAND **"C.I.F."** THREE RIVERS
 PLANTS AT

Radnor Forges, Que. Three Rivers.
 Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
 Managing Director and Treasurer


"JARDINE"
**Hand Drilling
 Machines**

There are no better drills than
 ours, but inferior machines may
 be bought readily enough. Re-
 liable goods pay both merchant
 and consumer.

A. B. JARDINE & Co.
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Feb. 21, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X.	6 50	
I.X.X.	7 75	
R. & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
I.X.X.X.	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60,		
" 14x65,		

Tinned Plates.		
72x30 up to 24 gauge.	0 06	0 06
" 26 "	0 06	
" 28 "	0 07¼	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined	1 70	
Horse Shoe	2 35	2 65
Band	2 60	2 75
Hoop	2 20	2 20
Swedish	4 00	4 25
Sleigh Shoe Steel	2 50	2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10	0 11
Russian Sheet, per lb	0 10½	0 14
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ "	2 25	
1 "	2 15	
and thicker.	2 05	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 37½ p.c.; ½ to 1¼ in. 65 and 10		
1½ to 2 in. 70 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—

Per lb.	Per lb.	
16 to 24 gauge, per lb.	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04¾
28 "	0 04¾	0 04½

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ "	4 75	
" 5-16 "	4 00	
" ¾ "	3 75	
" 7-16 "	3 35	
" 1½ "	3 25	
" 9-16 "	2 95	
" 5⁄8 "	2 85	
" 3⁄4 "	2 75	
Trace, per doz. pairs.	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per		
doz. yards.	0 13	0 50
Jack chain, double, per doz.		
yards	0 15	
Jack chain, brass, single, per		
doz. yards.	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11½	0 12
Lake Superior.	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square		
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16		
oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16		
oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48	0 26	0 27
and 14x60		

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up.	0 23	0 26
Sheets, hard-rolled, 24 ft.,	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	0 03½
Bar, 1 lb.	0 04½	0 04¾
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft.,		
by roll.	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb.	Per lb.	
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil,	Per cwt.	
25 lb. tins	\$4 75	
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Decorative	6 00	
" " " " " "	5 75	
" " " " " "	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto.		
James' genuine	5 75	
No.	5 25	

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 05
Second qualities, per gallon		0 90
Barn (in bbls.)	70	0 90
Sherwin-Williams		1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per		
cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls.		
per cwt	2 75	
Yellow Ochre (Royal), per		
cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
" " " "	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan	0 65	
Brown Japan, Turpentine, p.g	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan	1 00	
Pure Orange Shellac	2 10	
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 54	0 55
Boiled, per gal	0 57	0 58
Freight allowed.		

Turpentine.

4 to 9 barrels	0 45	
1 to 4 "	0 46	
Freight allowed.		

Castor Oil.

In cases, per lb	0 06½	0 07
Small lots.	0 06½	0 07

Cod Oil.

Cod Oil, per gal	0 50	0 51
------------------	------	------

Glue.

(In bbls.)

Common	0 07¼	0 08
French Medall	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatin	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09
Liquid Glue—F. LePage's, discount 20 to 25		
per cent off list: Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Amer.		
Central Fire Cartridges, pistol sizes, Dom.		
30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		

Shot.

Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags.	per lb	
Best thick brown or grey felt wads, in ½ lb. bags.		1 00
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 70
Best thick white card wads, in boxes of 500 each, 10 gauge		0 99
Best thick white card wads, in boxes of 500 each, 8 gauge		0 35
Best thick white card wads, in boxes of 500 each, 6 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.		0 25
Thin card wads, in boxes of 1,000 each, 8 gauge		0 2

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Steam's, per dozen	13 00	20 00
Adjustable Steam's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, " "	0 65	1 25
Brad, " "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 60 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, " "	1 35	1 85
Erminie, " "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 75 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, " "	6 00	
Henis, No. 9, " "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, " "	21 75	
Daisy, " "	24 00	
Star, " "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, " "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, " "	1 10	
Queenstown, " "	1 10	
Napanee, " "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, " "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0		1 35
" No. 2		2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 47½ to 50 per cent.		

ELBOWS.**Stovepipe.**

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star, " "	2 80	3 90
Fenn's Corkstops, No. 2, per doz.	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis. Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis. Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis. Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis. Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Sellers		
Horse Rasps, Spencer's, dis. Can. list, 40 per cent., Amer. list.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 52½ and 7½ per cent., revised list.		
---	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond, Per 100 ft		
14 to 25	4 45	5 15
26 to 30	4 50	5 20
31 to 35	4 55	5 25
36 to 40	4 60	5 30
41 to 45	4 65	5 35
46 to 50	4 70	5 40
51 to 55	4 75	5 45
56 to 60	4 80	5 50
61 to 65	4 85	5 55
66 to 70	4 90	5 60
71 to 75	4 95	5 65
76 to 80	5 00	5 70
81 to 85	5 05	5 75
86 to 90	5 10	5 80
91 to 95	5 15	5 85
96 to 100	5 20	5 90
101 to 105	5 25	5 95
106 to 110	5 30	6 00
111 to 115	5 35	6 05

Window.**Box Price.****Star.****Per 100 ft.****Per 50 ft.****Per 25 ft.****Per 10 ft.****Per 5 ft.****Per 2 ft.****Per 1 ft.****Per 6 in.****Per 4 in.****Per 3 in.****Per 2 in.****Per 1 in.****Per ¾ in.****Per ½ in.****Per ¼ in.****Per 1/8 in.****Per 1/16 in.****Per 1/32 in.****Per 1/64 in.****Per 1/128 in.****Per 1/256 in.****Per 1/512 in.****Per 1/1024 in.****Per 1/2048 in.****Per 1/4096 in.****Per 1/8192 in.****Per 1/16384 in.****Per 1/32768 in.</**

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60 per cent.	
Lightning, per doz.	6 50 8 40
Heath's, 5 1/2 p.c.	

LADLES.

Melting, per doz.	1 70 4 50
-------------------	-----------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20 5 60
Galvanized, " "	1 87 3 85
King, wood, " "	2 75 2 90
" glass, " "	4 00 4 50
All glass, " "	1 20 1 30

LINES.

Fish, per gross.	1 05 2 50
Chalk, " "	1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.	
Russell & Erwin, per doz.	2 90 7 50
Cabinet, " "	
Eagle, dis. 40 to 42 1/2 p.c.	
Padlock, " "	
English and Am., per doz.	0 50 6 00
Scandinavian, " "	1 00 2 40
Eagle, dis. 15 to 17 1/2 p.c.	

MALLET.

Tinsmiths', per doz.	1 25 1 50
Carpenters', hickory, per doz.	1 25 3 75
Lignum Vitae, per doz.	3 85 5 00
Caulking, each	1 60 2 00

MATTOCKS.

Canadian, per doz.	8 50 10 00
--------------------	------------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.	
------------------------------------	--

MINCING KNIVES.

American, per doz.	0 42 2 35
--------------------	-----------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.	
---	--

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—	
Basis—50 to 60 dy.	2 50
40 dy.	2 55
30 dy.	2 60
20, 16, and 12 dy.	2 70
10 dy.	2 75
8 and 9 dy.	2 75
6 and 7 dy.	2 90
2. American pattern only—	
From 4 to 5 dy.	3 10
3 dy (lath).	3 50
3. Canada pattern only—	
From 4 to 5 dy.	3 00
3 dy (lath).	3 40
3 dy, A.P. fine.	4 10
Car lots 10c. less.	

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 75 per cent. 1 3 per cent. cash delivered in lots of 10 kegs or more.

Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American.	1 85 3 50
----------------------	-----------

NAIL SETS.

Square, round, and octagon, per gross.	3 38 4 00
Diamond	12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.	
------------------------------------	--

OIL.

Canada refined oil (Toronto).	0 16 0 16
Carbon safety " "	0 18 0 19
Canada w. w. " "	0 18 0 19
American w. w. " "	0 00 0 20 1/2
S. r. seal, per gal.	0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00 19 50
Zinc and tin, dis. 50, 60 and 10.	
Copper, per doz.	1 25 3 50
Brass, " "	1 50 3 50
Malleable, dis. 25 per cent.	

PAIS.

Galvanized, per doz.	2 25 3 30
----------------------	-----------

PENCILS.

Dixon's, per gross.	1 00 4 25
" Carpenter.	2 25 3 60

PICKS.

Per doz.	6 00 9 00
----------	-----------

PICTURE NAILS.

Porcelain head, per gross.	1 65 3 00
Brass head, " "	0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57 1/2.	
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.	

Bailey's (Stan. R. & L. Co.), 50 per cent. Miscellaneous, dis. 25 per cent. Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.	2 00 5
-------------------	--------

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.	
Button's Imitation, per doz.	5 00 9 00
German, per doz.	0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.	
----------------------------------	--

POPPERS.

Corn, square, per doz.	1 35 2 00
------------------------	-----------

PRUNING SHEARS.

Per doz.	4 00 5 50
----------	-----------

PULLEYS.

Hothouse, per doz.	0 55 1 00
Axle " "	0 22 0 33
Screw " "	0 27 1 00
Awning " "	0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.	
Pitcher spout, 70 to 70 and 5 p.c.	
Canadian cistern, 60 to 62 1/2 p.c. from factory.	
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.	

PUNCHES.

Saddlers', per doz.	1 00 1 85
Conductors, " "	9 00 15 00
Tinners' solid, per set.	0 00 0 72
" hollow, per inch.	0 00 1 00

PUTTY.

Bladder, per lb.	0 01 7/8
Tins, lbs.	2 50 2 75

RAIL.

Barn door, per foot.	0 03 0 03 1/2
Sliding door, " "	0 03 1/2 0 03 1/2
Lanes, " "	0 03 1/2 0 03 1/2

RAKES.

Cast steel and malleable Canadian, list dis. 60 p.c. revised list.	
Wood, 25 per cent.	

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00 18 00
Boker's, " "	7 50 11 00
Wade & Butcher's, " "	3 60 10 00
Arbenz's, " "	9 00 18 00
Theile & Quack's " "	7 00 12 00

RAZOR STROPS.

Currier's, per doz.	1 25 3 60
---------------------	-----------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.	
Copper rivets, dis. 45 per cent.	
Iron " dis. 55 per cent.	
Tinned and black rivets, 55 per cent.	
Burrs, iron, 50 per cent.	
Terms, 4 mos. or 3 per cent. cash 30 days.	

RIVET SETS.

Canadian, dis. 30, 35 per cent.	
---------------------------------	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7 00	9 1/4
1/4, 5-16, 3/8 in.	7 1/2 00	9 3/4
Cotton	15 17	
Russia Deep Sea	00 13	
Jute	6 3/4 7 1/2	

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.	
Ivory, dis. 37 1/2 to 40 p.c.	

SAD IRONS.

Mrs. Potts, per set.	0 65 1 00
N.P., per set.	0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75 5 00
---------------------------	-----------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.	
Emery, per quire.	0 55 0 90

SASH CORD.

Per lb.	0 22 0 50
---------	-----------

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.	
Kempshell's, dis. 40, 62 1/2 per cent.	
Canadian, dis. 45, 50 per cent.	

SASH WEIGHTS.

Sectional, per 100 lbs.	1 40 1 50
-------------------------	-----------

SAWS.

Crosscut, McMillan & Haynes, per dozen.	0 40 0 70
"Empire," McMillan & Haynes, per ft.	0 00 0 70
Hand, Disston's, dis. 10, 12 1/2 p.c.	
S. & D., 40 to 40 and 10 per cent.	
Crosscut, Disston's, per ft.	0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.	
Hack, complete, each.	0 75 2 75
frame only.	0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00 7 50
Whiting " "	6 87 7 00

SCALES.

Gurney Scales, 50 p.c.	
B. S. & M. Scales, 50 p.c.	
Champion, 60 per cent.	

SCRAPERS.

Box, per doz.	2 10 4 50
Foot, " "	0 40 3 50

SCREENS.

Window, patent, per doz.	3 50 4 50
Door, per doz.	8 75 9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65 4 00
---------------------	-----------

SCREWS.

Wood, F. H., iron, and steel, dis. 77 1/2 p.c.	
" R. H., " dis. 72 1/2 p.c.	
" F. H., brass, dis. 75 p.c.	
" R. H., " dis. 70 p.c.	
Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.	
Bench, wood, per doz.	3 25 4 00
" iron, " "	4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.	
---------------------------------	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.	
------------------------------	--

SHEARS.

B. & W., jappanned, dis. 75 p.c.	
B. & W., N.P., dis. 65 p.c.	
Seymour's, dis. 60 p.c.	
Etna, dis. 75 to 75 and 10 p.c.	
Heinisch, dis. 60 p.c.	
Bristol, jappanned, 80 p.c.	
" N.P., dis. 70 p.c.	
Clauss, full nickel, 60 p.c.	
jappanned handles, 67 1/2 p.c. off.	
Seymour or Heinisch tailor shears, 15 p.c.	

SHEAVES.

Sliding door, per set.	0 77 1 40
------------------------	-----------

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.	
--	--

SIEVES.

Wood rim, black, per doz.	1 05 1 10
" tinned, " "	1 25 1 35
Tin rim, per doz.	2 30 2 45
" black, " "	1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.	
Acme " "	3 00 5 00
Lock, Andrews' " "	4 50 11 50

SOLDERING IRONS.

Per lb.	0 00 0 24
---------	-----------

WROUGHT SPIKES.

Discount, 20 per cent.	
------------------------	--

SPOKE SHAVES.

Wood, English	1 80 5 00
Iron, American.	1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50 12 00
Dessert, " "	21 00 00 00
Table, " "	30 00 00 00
Dessert Forks, " "	24 00 00 00
Medium " "	27 00 00 00
Table " "	36 00 00 00

SQUARES.

Iron, per doz.	1 65 2 90
Steel, dis. 70 and 10 p.c. rev. list.	
Try and bevel, dis. 50 to 52 1/2 p.c.	

STAPLES.

Fence, galvanized	0 03 1/2
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.	

STOCKS AND DIES.

American, dis. 25 p.c.	
------------------------	--

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.	1 75
No. 1 stove paste, per gross.	9 00
No. 2 " "	4 80

STONE.

Washita, per lb.	0 28 0 50
Hindostan, " "	0 06 0 07
" slips, per lb.	0 09 0 09
Labrador " "	0 00 0 13
" Axe, " "	0 00 0 15
Turkey " "	0 00 0 50
Arkansas " "	0 00 1 50
Water-of-Ayr " "	0 00 0 10
Scythe, per gross.	15 50 5 00
Grind, per ton.	3 50 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66 2/3
Trunk tacks, black	60
" tinned	66 2/3
B.B.B. iron carpet, blued	60
" tinned	66 2/3
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	50
" (in dozens, 1 to 6 oz.)	45
" (in dozens, 8 to 24 oz.)	30
" 1/2 weights	40
" tinned	45
Swedes, cut tacks, genuine, blued and tinned	52 1/2
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz.)	60
Swedes, upholsterers', American (8 to 24 oz.)	66 2/3
Swedes, carpet, gimp, lace brush, blued and tinned	35
Zinc tacks	40
Copper tacks and nails	35
Leather carpet tacks	60
Clout nails, black and tinned	65
Cigar box nails	66 2/3
Lining nails in papers	45
" " in bulk	15
" " solid heads, in bulk	42 1/2
Saddle nails in papers	10
" " in bulk	15
Tinned capped trunk nails	15

TAPE LINES.

English, ass skin, per doz.	2 75 5 00
English, Patent Leather	5 50 9 75
Chesterman's, each	0 90 2 85
" steel, each	0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.	
---	--



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors Island City Coach Varnishes Island City Dry Colors

Are used by the largest carriage
builders.

P. D. DODS & CO.
MONTREAL

MONTREAL SMELTING AND REFINING WORKS

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable
anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

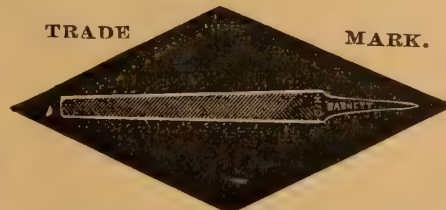
10 Dorchester St., MONTREAL, QUE.

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

BLACK
DIAMOND

TRADE

MARK.



FILE
WORKS

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles:
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable
paper stock and are finished with double
thickness eyelets.

These tags, made to carry invoices, serve
the double duty of Tag and Envelope, sav-
ing postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

If any of "The Boys"
Wearing This Button
Call upon You

HEAR
WHAT
THEY
HAVE
TO
SAY

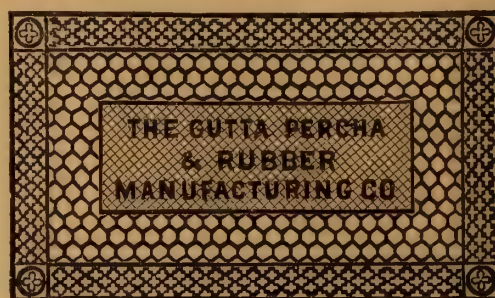


WE'RE
SURE
THEY
WILL
INTEREST
YOU

BELTING, HOSE, PACKINGS



**CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.**



61-63 FRONT ST. WEST, TORONTO.

"THE PROOF OF THE PUDDING"

READ THIS LETTER

It Explains Itself

UNIONVILLE, Feb. 10th, 1896.

THE JAS. ROBERTSON CO., LTD., TORONTO.

We feel justified in tendering you the following recommendation with regard to your Perfection Wall Finish and Ready-Mixed Paints, as of late years we have adopted your manufacture almost exclusively. Our practical man, who has tested several brands of Wall Finish, reports that Robertson's excels any of them as to quality, appearance, durability and general satisfaction. As we have used a lot of this on several large churches in this vicinity, we can confidently recommend it as the best we have ever handled. Your Ready-Mixed Paints are giving us so much satisfaction that we are dropping out of all other makes.

Yours truly,

PADGET & HAY.

The above is ONE OF MANY of the same tenor we are constantly receiving from ALL PARTS OF THE COUNTRY.

THEY ALL SAY THE SAME THING

OUR PAINTS ARE JUST WHAT THEY WANT

THE JAMES ROBERTSON CO., Ltd.

TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, FEBRUARY 29, 1896.

No. 9.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill,
Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

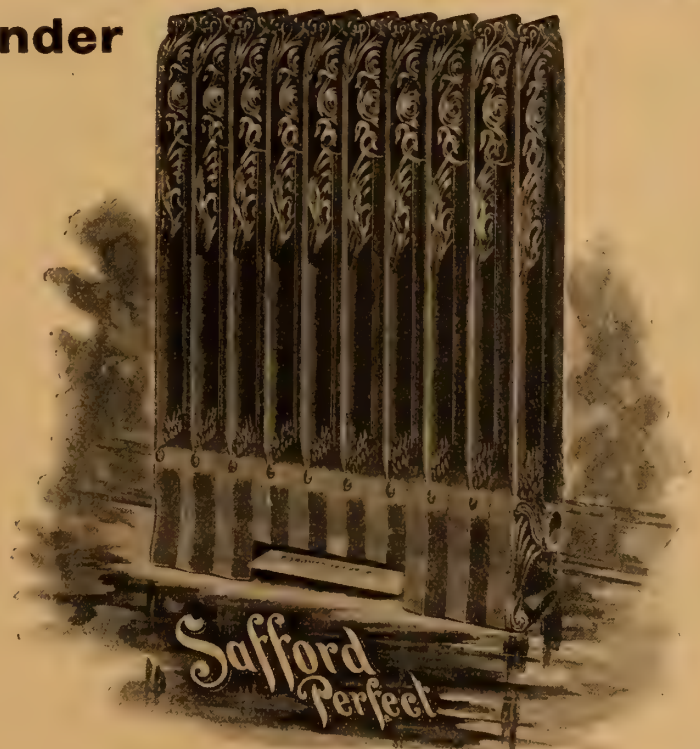
A NEW STYLE:—

Thanks to our own confidence; and thanks, too, to the confidence and good-will of the trade, we occupy the all important position of leading the race.

"Safford" Patent Radiators

FOR HEATING

THE WORLD



PATENTED AND REGISTERED

The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers

Write for Our Catalogue of

BICYCLE Accessories

RICE LEWIS & SON

LIMITED

Cor. King and Victoria
Streets

TORONTO



When a
**Copper
Boiler**
is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed
**200 LBS.
PRESSURE**
also will
not
COLLAPSE



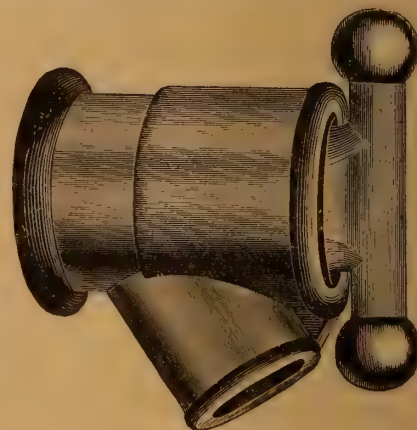
The Booth Copper Co.
LIMITED
Toronto



SOLID METAL CREAMER TAPS

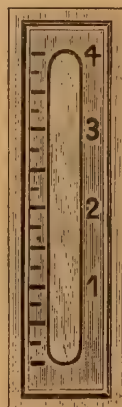
Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.



Our Creamery and Factory Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

Kemp Manufacturing Company
TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, FEBRUARY 29, 1896

No. 9

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,

17 Victoria St., London, S.W.

R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

CUT AND WIRE NAILS ADVANCED.

WHEN the annual meetings were held during January at Toronto manufacturers decided that the time was not opportune for any change in price of wire or cut nails.

Business across the lines was depressed at the time, as instanced by the necessity since the annual gatherings for a reduction in the price of both barbed and plain wire. Accordingly, it was decided to postpone the consideration of both cut and wire nails until the end of February.

In accordance with this decision meetings of the different makers were held at the Windsor in Montreal on Friday and Saturday of last week. The outcome was an advance in both of these staple lines.

Base price for cut nails, which are sold net, was advanced 10c. to \$2.60, customers in Quebec buying f.o.b. Montreal, and those in Ontario having the freight prepaid where it does not exceed 25c. per 100 lbs.

The list on wire nails was untouched, but the basis for Quebec was advanced 5 per cent., and in Ontario a shade over that.

The conditions of shipment are the same as before, viz, delivery free in Ontario of 10-keg lots where the rate does not exceed 25c. per 100 lbs., and no delivery in Quebec, all purchases being made f.o.b. Montreal.

The new discounts are 75 per cent. in Quebec and 70 and 12½ per cent. in Ontario.

One of the makers said to **HARDWARE AND METAL** that they could hardly be expected to retain prices on last season's basis with their wire rods costing them fully

10 per cent. more in Belgium this spring. Sellers of A1 scrap also were asking to day in Great Britain the same figure f.o.b. at English ports that they offered to lay scrap down in Montreal last spring. He had paid 49s. f.o.b. Welsh ports this spring, while last spring his purchases of scrap had cost him but a trifle more landed on the Montreal docks.

THE NAIL SITUATION.

There appears to be some misunderstanding in the trade regarding the price of nails.

The price since the meeting of the makers in Montreal on Friday and Saturday last is 70 and 12½ per cent. on wire nails and \$2.60 basis on cut nails, terms and delivery as before.

All orders taken by the jobbers at the old prices must be shipped before March 15, or cancelled. The prices adopted at last week's meetings are now in force, and manufacturers and jobbers are not permitted to accept lower figures.

It is understood that the manufacturers are only permitted to fill old orders for jobbers or their customers to a limited extent, as the association is undertaking to regulate the output. If this is so, only a certain quantity will be disposed of between now and March 15.

As noted a week or two ago, higher prices on wire and cut nails go into force in the United States on March 1. The advance is 15c. per keg on both kinds. Trade has been active over there since it was known that there would be an advance.

ORDERS WILL BE ON TIME.

A serious fire broke out in the Pond Hill works of Joseph Rodgers & Sons, Limited, the other day, and almost destroyed their stock of pocket knives and zylonite table cutlery.

The many patrons and importers of these celebrated goods in Canada need not be at all alarmed about any delay in the delivery of their orders. The Pond Hill works are only one of five other extensive establishments controlled by the Rodgers', which are fully capable of attending to all the orders in hand, and their delivery on time, despite the handicap under which the company labors.

COMPETITION IN IRON--A LESSON.

ALL the trade talk in Britain just now is about German and Belgian competition in iron products. The report of the deputation of the Iron Trades Association, which visited the Continent, opened men's eyes to the possibilities of the future. But there was a crumb of comfort in it for the British iron men. They were apt to believe that no lack of skill or enterprise on their part was at the bottom of the difficulty, but that lower wages and longer hours in Germany were the primary causes of German success in cutting into British trade.

But there appears to be another view of the matter. A vigilant British consul in Germany—namely, Mr. Powell, of Stettin—says, in his latest report, that we cannot account for the progress of German competition by the theory of more economical production. He attributes it “mostly to push and adaptability.” The German, he avers, shows marked concern for the taste of the market he wants to supply. He endeavors, also, to turn out a nice-looking article at a cheaper price. In this way both classes of consumers are reached: persons who insist on having a cheaper grade and those willing to buy the best. Then, as to push. The German firm will send its own travelers out around the world, and not attempt to break new ground through agents only. They frame their advertisements in the language of the nation whose trade they seek, and will adapt weights, measures and money standards to the same model. The British firm, he contends, is too fond of sticking to English measures, weights, and in money to pounds, shillings and pence, in the catalogues sent out. “Who,” asks the consul, “is going to waste time reducing or translating these to his own language and measure just to find out what it is the advertisement promises to sell?”

In brief, if the consul's charge is accurate, the state of affairs is due in large measure to superiority of method. That is the secret of success with us all. We must keep fully abreast of the times. Our ways of doing business must be up-to-date. The era of competition is with us, and there is no sign of a commercial millennium. The merchant

of to-day must have more push, a greater grasp on the necessities of trade, and be, if you will, cleverer than the merchant of fifty years ago. A successful business is harder to build up, and we must show the additional skill and energy required to do this. The methods of 1856 were good—in their place—but this is 1896, with new methods, new requirements, new difficulties. The merchant must keep posted and know what is going on. Otherwise he is trying to do business with his eyes shut.

FIRMER FEELING IN PARIS GREEN.

New interest has been awakened in the Paris green market during the past week.

The local demand is more active, but the chief source of the increased interest is the advices which have been received from the United States.

These advices are to the effect that the prices there have advanced about three cents per pound; the price in New York to-day is 15c. in carload lots, and 18 to 20c. for smaller quantities.

The enhanced prices are due to the expectation that there will be a shortage in the supply, due to the fact that Paris green is this year to be much more largely used than heretofore for destroying the cotton worm.

The price in Canada is firm and unchanged.

A LINE FOR HARDWAREMEN.

The retail hardware merchant ought to grasp any and every opportunity for extending his trade.

During the coming spring season we shall undoubtedly see a marked development of the system of spraying fruit trees. The efficacy of this method for destroying insect life and thus ensuring a better quality of fruit has been so emphasized by the fruit growers' conventions held during the past winter that it could scarcely be otherwise.

The sprayers the hardwareman will of course handle. But why should he not also keep in stock the ingredients which go to make the liquids used in the spraying? Sulphate of copper, or blue vitriol, enters into the composition of all the mixtures recommended by the Agriculture Departments, both at Ottawa and Toronto. Some of the wholesale houses, notably the paint and oil, are already in the field, pushing the sale of copper sulphate, and **HARDWARE AND METAL** would recommend every retailer to put a supply of this article as well as sprayers in stock.

The goods once in stock, the next thing to do will be to acquaint the fruit-growers and farmers in the immediate neighborhood with the fact, pointing out, at the same time, the advantages to be obtained from fruit spraying.

As this spraying should begin before the buds are formed on the trees, it is obvi-

ous the retail hardwareman has not much time to spare if he is to reap all the advantages which will accrue from this new source of trade.

THE PROPOSED WHITE LEAD AGREEMENT.

The movement to fix a selling price for grinders and jobbers of white lead has not met with much success.

The grinders and most of the jobbers appear to favor the idea, but the chief obstacle in the way is the orders that have been booked for future delivery, it being felt that it would be unfair to retailers who have not yet placed their orders to be compelled to pay twenty-five or fifty cents higher than those who have already secured themselves.

It is the general opinion that 1896 will not see the formation of an association.

THE DEPARTMENT STORE EVIL.

THE Toronto Globe of Friday last devoted three-fourths of a column on its editorial page to a discussion of the departmental store problem. The agitation against the department store it likens to that which arose when machinery entered into competition with hand labor. As for the stores themselves The Globe justifies them as being a development of the economic conditions of to-day, and consequently that any attempt to interfere with them would be interference with a natural law. If, it opines, the department store does not perform the offices claimed for it, then it will die; but let it die of its own volition, do not kill it.

HARDWARE AND METAL cannot agree with the premises taken by The Globe on this important question.

We have no quarrel with the department store because it is a store with many departments. It is not in this that its evil lies. Anything that is natural cannot with truth be termed an evil.

There is a law in business as well as in nature, and it is because departmental stores are violating this business law that they are evils. The most flagrant of these violations is in regard to prices: goods are sold every day at a figure which is not based on their cost, but on their ability to draw trade away from the regular merchant who deals in these particular lines. The Globe overlooks this phase of the matter altogether. And yet this is the pivot on which turns the whole question. The ordinary live storekeeper has no great fear of the departmental store when it preserves the ratio between the reasonable and unreasonable prices; in other words, when it sells its goods at a figure which is based upon the cost.

There is not a branch of trade to-day—certainly not a branch in the staple lines—in which the margin of profit is other than narrow, owing to the keenness of the competition that exists. Consequently the de-

partment store cannot make matters much worse as long as it follows the natural business law and sells its goods at a small profit.

The effect of placing a commodity on the market at or below its cost price is the unsettlement of trade. Of course we have no reference to such lines as have lost their original market value through one or many circumstances. We mean goods the price of which is being deliberately cut. The Globe will doubtless agree with us that this is not to be countenanced. And this is the chief lever which the departmental store uses to build up its own trade and level to the ground that of the ordinary dealer.

The machinery which supplants hand labor or other machinery does so because it can produce more cheaply the article manufactured: It does not make the article at less than the cost; in fact, it is quite possible the profit on the article made by the more modern method secures to the maker a greater profit, although sold at a lower price, than the article produced by the method which it superseded. This is quite different to selling articles below cost in order to coax customers away from the grocer, the hardwareman, the dry goods man, the furniture man, etc.

These large department stores have expenses, and enormous expenses, to meet. And what they lose on bargains they make up on other lines. Ask anyone who is conversant with prices on the different articles handled by these stores and you will be told that although they take it off the profit on one line, they stick it on with interest on other lines. The average consumer is ignorant of this, and imagines that he can buy at the department store to better advantage nearly everything he requires. That is the stage to which the department store proprietor studies to get the public.

The fruit of this is ruined merchants, empty stores, depreciated store property. And it is not produced by natural means, mind you. On the contrary, it is by going contrary to the ethics of business. Yet we are told by The Globe that we must be careful to do nothing that will interfere with the development of the department store.

HARDWARE AND METAL would not for one moment suggest the wiping out of the department stores. The big stores themselves are doubtless an outcome of economic conditions. It is their methods that are unnatural and evil.

It is natural for a stream to flow towards the sea; but it is just as natural for men to devise ways and means for keeping a stream from overflowing its banks and breeding destruction and death.

It is quite natural for mammoth stores to develop; but it is just as natural that ways and means should be devised for curtailing the evil that these stores are doing through evil practices.

EDMUND B. OSLER.

THE president of the Toronto Board of Trade for 1896 is Mr. Edmund B. Osler, of the financial firm of Osler & Hammond, and a prominent figure in Canadian commercial life. There is a consensus of opinion that in obtaining Mr. Osler for president the Toronto Board have been fortunate, inasmuch as the advantage of having for the representative of the commercial community of Toronto a man of acknowledged position, of tried experience and known ability, is a practical benefit at a time like the present. This is not said by way of idle compliment. Mr. Osler does not require puffing in the press; in fact, his temperament is rather averse to publicity, and his own responsibilities, as a financial authority, are sufficient to engross the largest proportion of his time. He is a Canadian, having been born in Tecumseh township, Simcoe County, in 1845. He was educated in the town of Dundas, his parents having gone to live there in 1857. He began his financial career as a member of the staff of the Bank of Upper Canada, and was a clerk in the head office when this institution went down. That he possessed an aptitude for financial control and management seems to have been recognized even then, for he was retained to assist in the winding-up operations of the bank. Later on, in 1867, Mr. Osler formed a partnership with Mr. Henry Pellatt, the firm being Pellatt & Osler, brokers and financial agents. In 1882 the present firm of Osler & Hammond was formed. Mr. Osler became interested in some of the railway projects promoted by the late George Laidlaw, projects which did much for the development and expansion of Toronto. This brought him into association with railway building, and he became the president of the Ontario and Quebec Railway, now an important link in the transcontinental line of the Canadian Pacific, and he administered the finances of this branch of the line during construction. He had also undertaken to represent the large interests of Sir George Stephen, now Lord Mount-Stephen, and out of these connections with railway capitalists grew his election to the Directors' Board of the Canadian Pacific Railway, a position he has ever since filled. Mr. Osler's services have been much sought after by large monetary and other institutions, where the experience and capacity which he possesses in a marked degree are specially prized. He is, for instance, a director of the Dominion Bank and manager of the North of Scotland Mortgage Co. In December, 1891, when Toronto had to choose a new Mayor, and the need of a strong and able financier was felt, Mr. Osler was pressed to

become a candidate. This he ultimately consented to do, and was supported by the commercial interests of the city, especially by the merchants, both wholesale and retail, whose representative he was. Owing to political complications which placed three other candidates in the field, the representative of the great business interests of all sections in Toronto was defeated. This relieved Mr. Osler of a duty which he had undertaken at the earnest request of others, but it was a great misfortune to the city, which has since suffered in many ways for want of a thorough financier at the head of affairs. It is a general hope that at some future time Mr. Osler may be prevailed on to direct the affairs of the city as the commercial interests require and demand. Mr. Osler has, of course, another side to his



MR. E. B. OSLER, PRESIDENT TORONTO BOARD OF TRADE.

nature besides that of financier and man of affairs. He enjoys social life as much as anyone, and takes part in such pastimes as curling in winter and fishing in summer with reasonable zest. He has a country residence at Lake Simcoe, where as much time as can be spared is spent. It seems almost needless to add that he is a member of the talented family which includes Mr. Justice Osler, Mr. B. B. Osler (the eminent barrister) and the famous Dr. Osler, of Johns Hopkins' University, all of whom are his brothers.

Mr. Osler first joined the Toronto Board of Trade in 1869, but was not a candidate for any office until elected second vice-president two years ago.

Last year he was first vice-president, and this year was elected president by acclamation.

A COLD-WATER PAINT.

THE present is an age of invention, and there is hardly any article of merchandise that is not having a substitute made for it nowadays. Oil, paint and whitewash have always been considered the great staples for the decoration of factories, residences and other buildings, public and private. They have one disadvantage, however, that a new rival to them, now being introduced on the market, does not possess.

To mix them properly for application one has to be more or less of an adept. This is not the case with "Indurine," a cold-water paint that is being put before the Canadian trade by Victor Kafod, 49 Francois Xavier street, Montreal, who represents Wm. A. Hall, of Bellows Falls, Vt., the sole manufacturer of this novel decorating material. Any housewife who wants to do so for herself can mix the paint, which is a dry powder, by simply stirring in cold water, and she can also apply it and always produce good work.

Among advantages claimed for it are: It is very white, extremely reflective, and hardens on a wall like stone; it will not set in the mixing vessel, but improves by standing a few days; it can be used to advantage over old whitewash without any scraping; it dries out white after being wet, and is cheaper than whitewash. Mr. Kafod now has a full stock on hand of all kinds, and orders sent to 49 Francois Xavier street, Montreal, will be promptly executed.

The paint is supplied in barrels of from 300 to 400 pounds, and in boxes of 100, 50 and 25 pounds, selling at 7c. per pound by the barrel and 6½c. per pound by the ton.

ADVANCE COMMERCIAL INTERESTS.

OWEN SOUND, Feb. 14, 1896.

EDITOR HARDWARE.—I was indeed ageably surprised on reading this evening the very flattering and business-like notice you have given me in this week's issue of your excellent paper. I trust that if elected in North Grey I shall merit the good things you say of me, and can assure you I will do my utmost to advance the commercial interests of the Dominion, that have been for a long time so ably advocated in your journal.

Again thanking you, etc.,

JAMES McLAUCHLAN.

REMARKS.—Nothing would give us greater pleasure than to publish similar notices of other nominees, be they Liberal or Conservative. It is good sound business men we want in Parliament, not lawyers, ward politicians and business men who have failed to make a success of their own affairs.

THE EDITOR

J. C. Maguire, a commercial traveler, was found dead in his bed in the Russell House, Ottawa, Thursday.

DROPS FROM THE EDITOR'S PEN.

There is money in seizing golden opportunities.

A cheap clerk is often a dear piece of machinery.

"Elbow grease" is not as rare as gold, but it is more valuable.

A man has no right to loll in leisure till he has perspired in labor.

Sleep is as unnatural to the advertisement as it is natural to the advertiser.

A man's a man for a' that, whether he be big or whether he be little merchant.

The quick and obliging clerk is a jewel to the merchant and a joy to the customer.

The ideal merchant is he who can originate as well as imitate other people's schemes.

Those who would rush their country into war are neither good business men nor good patriots.

There is no saccharine matter in a smile, but it is sweetness to the customer who receives it.

Variableness in window displaying demonstrates continuity of purpose in securing trade.

When mercantile heads are brought together some brilliant ideas ought to be knocked out.

Following upon prompt payment of accounts comes prompt recognition of a merchant's worth.

Slowness in starting is fatal in business as well as in racing. When you decide to do a thing, do it.

"G" stands for grip, a disease most vile and distressing, which cannot be got rid of without much caressing.

Good demeanor in a clerk is much more to be desired than good looks, and fortunately all can acquire it.

It is not enough to keep the store door open; a supply of good bait should also be kept constantly on hand.

New goods, like new people, need to be introduced, and the best way of introducing them is through the trade paper.

The young clerk who allows little and unpleasant details to master him can never become a thorough master of his business.

Commercial travelers who were last week stalled for hours in snow banks, surrounded

with much cold and snow and little or no food, would gladly have exchanged places with unappreciative clerks in warm warehouses who think the traveler's life is an easy one.

If you have not a good appetite for the business in which you are engaged it is not likely to provide you with many luxuries.

The fundamental object in forming a business men's association should be the increasing of the members' efficiency as merchants.

The trade paper is the cable which conveys the electricity of information from the manufacturer and wholesaler to the retailer.

Never reject honest criticism. It is both the whetstone which sharpens the edge and the flame which tempers the steel of your ability.

The merchant who is wide awake has one eye open for the selling of his goods and the other open for the buying of goods that will sell well.

Why spend ye your strength for nought in pushing goods that bring no profit when there are articles to be procured that will bring dollars to your purse and less worry to your soul?

He who obtains his bread by the sweat of his own brow is an infinitely better man than he who obtains it by the sweat of other people's brows.

A merchant cannot expect to be an expert advertiser at the first venture; but until he makes the first venture he can never be an expert.

The cause of failures is not so much that there are too many in business, as that there are too many in business who do not know how to do business.

The proper thing to do in the presence of difficulties is to try and deal them a knock-out blow, and not shiver and shake like an aspen in their presence.

The business world is so full that many a poor fellow is being crowded out from it into oblivion, and yet there is still room and to spare for men of energy and ideas.

Merchants who handle good goods are building their business on a rock, while he who essays to build on notoriety and cheap goods is laying his foundation in sand.

No two men are possessed by the same ideas. And it is for this reason forsooth that merchants should fraternize with each other when and wherever opportunity offords.

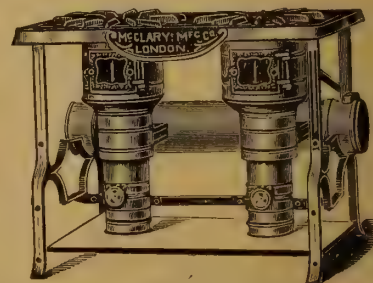
People who essay to spring into affluence at a bound usually find they must come

down from their high perch and begin to climb from the lowest rung of the ladder; in other words, begin over again.

OIL STOVE.

THE accompanying cut of oil cook stove is a new line which the McClary Manufacturing Co., London, are placing on the market for the coming season. This cut should have appeared in last week's article referring to this oil stove, but we inadvertently printed a cut showing a gas range.

As we stated last week, the "Splendid" oil cook stove is made in three sizes with 1, 2 and 3 burners, with brass oil founts capable of holding $\frac{1}{2}$, $\frac{3}{4}$ and $1\frac{1}{4}$ gallons respectively. Each burner has a wick surface of eight inches.



The "Splendid" has a steel frame and ornamental steel top, making it strong and light. It cannot break.

Among its special features are polished brass tanks, polished brass founts, broad steel tops, steel frames, circular wicks, removable chimneys, illuminating doors.

The oil reservoirs are at the back of the stove and never become heated.

DURABILITY OF TERNE AND TIN PLATES.

A practical tinner in writing of the comparative durability of terne and bright plates in an American paper says: "When roofing plates have been used for heater pipes in the cellars of different buildings in this city, I notice that they are covered with rust much sooner than when bright plates are used, although it is more than probable that in both cases the tin used was not charcoal. I have seen tin pipes which were made from leaded plates so rusted that they would not stand handling when it was necessary to take the furnace down for repairs, have known that these furnaces have been in use less than five years, and am firmly convinced that the bright plate is far superior for hot air pipes. I have seen but little of bright tin roofing, but I know of one case where a bright tin roof was put on in the spring of the year and was not painted until the fall, and showed but little discoloration from rust. I have seen leaded tin roofs which have been exposed for a much less time which have been thoroughly coated with rust; and what the final result would have been if they were not thoroughly painted is a matter which can be readily conjectured."

NORTH AMERICAN LIFE ASSURANCE COMPANY.

THE annual statement for 1895 of this solid and progressive company has just been published, the official returns to the Dominion Government having been promptly made on the 31st of December last at the close of its year's business. The report shows that substantial and solid additions have been made to the insurance in force, assets, net surplus, the movements of which items from year to year indicate progress or the reverse of a company.

There are four items in a life insurance company's statement from which a very good idea can be obtained of its progress or retrogression. It these items are carefully compared at the end of certain years, the company's record and standing can be ascertained. The items referred to are cash income, assets, net surplus and insurance in force, and at the end of the last three quinquennial periods of the North American were as follows:

	Cash income.	Assets.	Insurance in force.	Net surplus.
1885.....	\$153,401	\$ 343,746	\$ 4,849,287	\$ 36,001
1890.....	354,601	1,434,325	10,076,554	127,149
1895.....	581,478	2,300,518	15,442,444	405,218

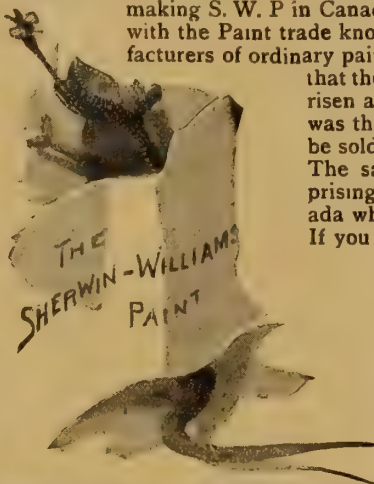
During the last quinquennium it will be observed that the cash income has increased by 64 per cent., the assets by 122, the insurance by 53 and the net surplus by 219.

The operations for 1895 were more successful than in any past year; policies issued exceeded \$3,000,000, the cash income reached \$581,478, while the sum of \$67,000 was added to the net surplus, now amounting to over \$405,000, after setting aside \$25,000 out of the year's earnings as an additional contingency reserve fund to anticipate a change in the basis of valuation. The solid character of the company's assets is vouched for by the comparatively small amount of interest due, and the failure to find among them any trace of such undesirable items as "commuted commissions," "agents' balances or advances," "bills receivable." The North American claims a higher ratio of assets to liabilities than any other Canadian company, and compares most favorably in this respect with the very best of the American companies.

It is well known that mere size does not always guarantee strength or ability to make satisfactory profit returns to policy holders, and this is practically borne out in the record of the North American Life, for not only is it relatively about the strongest life company in the field, if we gauge strength by a comparison of assets to liabilities, but it has for several years past been paying handsome returns under its investment policies, which has tended to make the company one of the most popular in the Dominion and a favorite with its agency staff. As an evidence of this, it may be mentioned that several policy holders have just received from this company a return under fifteen-year investment

ABOVE THE ORDINARY

If you are going to make a notable success of your business (and we presume that is what you are in business for) you must get above the ordinary. Pull away from the crowd. Lift yourself out of their reach. Don't be satisfied with being an ORDINARY business man. If you are going to be at the top you must be something MORE than ordinary. You must do something BETTER than the ordinary man. Try and do it BETTER than it has ever been done before. This is the principle on which the Sherwin-Williams Paints have been made. This is what has made their enviable reputation. There are loads of ordinary Paints—good enough as ordinary paints go. There is only one S.W.P. They are as far above the ordinary paints as lead is above whitewash or turpentine above benzine. You can take it from us, if this was not so we would not be making S. W. P in Canada to-day. Everyone who is familiar with the Paint trade knows there are already too many manufacturers of ordinary paints. Our opportunity lay in the fact that there was not one manufacturer who had risen above the ordinary in this market. It was thought that high-class paints could not be sold here—that this was a cheap market. The same opportunity exists for an enterprising paint dealer in every town in Canada where we have not yet placed S. W. P. If you agree with us write us about it.



Manufacturers for Canada

The Walter H. Cottingham Company, Ltd.

... MONTREAL

policies, which have given them insurance for the term named, and then returned the whole of the premiums paid with compound interest thereon, at the rate of about five per cent. per annum. Certainly such a result as this should satisfy any policy-holder, and no doubt will attract the attention of intending insurers to the special forms of investment policies issued by the North American.

The success of the company and the high standing it has attained owing to its splendid financial position must be exceedingly gratifying to all those interested in the company, and also to those who watch the progress of our Canadian institutions. It has an excellent staff of officers, and the mention of the name of the president, Mr. John L. Blaikie, is sufficient to inspire confidence and give assurance of caution and skill in everything connected with the investments of the company, while the name of the managing director, Mr. William McCabe, F.I.A., is sufficient evidence that all that experience and actuarial skill, so essential to the success of a life company, is being exercised in the management of the North American. In the efforts made by Mr. McCabe to push forward and promote the interests of the company, he has always been ably assisted by Mr. L. Goldman, A.I.A., the company's secretary, since its inception.

MONTREAL INSPECTORS.

The different inspectors under the control of the Montreal Board of Trade were appointed on Tuesday last.

The flour and meal trade: A. E. Gagnon, W. A. Hastings, J. E. Hunsicker, J. S. Norris and J. L. Smith.

Wheat and other grains: R. M. Esdaile, A. Girard, A. G. McBean, R. Peddie, A. G. Thomson.

Hay: Jno. Crowe, J. Robillard, W. Cunningham, C. B. Esdaile, J. Quintal.

Leather and hides: C. A. McIndoe, J. Price, Thaxter Shaw and J. A. Stevenson.

Beef and pork: J. Allen, P. Laing, M. J. McGrail, W. H. Masterman, Stewart Munn.

Ashes: C. H. Cunningham, Hy. Dobell, J. E. Kirkpatrick, J. E. Sinton, D. T. Tees.

Fish: Jno. Baird, A. Hebert, R. P. McLea, L. E. Morin, Stewart Munn.

Butter and cheese: A. A. Ayer, A. J. Brice, D. A. MacPherson, Thos. Shaw, J. A. Vaillancourt.

At a meeting of the Council of the Stratford Board of Trade last Tuesday, it was decided to invite the Embro Board of Trade to a meeting of the Stratford Board on Friday evening, to discuss the proposed extension of the Canadian Pacific Railway through Embro to Stratford.

GATHERED ON THE ROAD.

By SCOTT MCKERROW.

I ALWAYS know when I come to Woodstock by the bus drivers' unearthly yell. And I also know when I came to Petrolia by its unearthly smell. One is interested by the many curious structures called "dericks" (I called them "skidds," to the intense amusement of a Petrolian) that meet the gaze immediately on boarding the plug train that runs to the town. One feels the same sensation that comes over him when striking a mining town where nickel, or coal, or gold is talked; where men are rich with claims (sometimes nothing more), and where the possibilities of becoming "rich" rapidly so dazzles the eyes of the tenderfoot.

Vantuyl & Fairbank's (hardware) old building tended to strengthen these impressions by its stunted appearance, its old style windows, its unpainted shelving turned yellow with dust and dirt, wear and tear. But these things have passed away, and in its place and stead stands a nice block of white brick, containing three fine stores, Vantuyl & Fairbank occupying the corner store. The store is 28 x 66 feet deep, large plate glass front. The inside of the store is beautifully finished in hardwood, one side being a complete line of air-tight glass cases built in, for the displaying of plated ware, guns, mechanics' tools, saws, etc., with cupboards below for reserve stock, etc. The other side, for general hardware, is nicely fitted up with boxes, the latest improved trolley ladders, while below the counters are a distinctly new feature in "nail hutches." These hutches are V one third from bottom, and then straight up. The front is 16-gauge sheet iron. The sides are of wood, and are 23 in. high, 16 in. deep, 12 in. wide; are fastened to planks 2½ in. thick, with 8-in. strap hinges, and are fastened to shelf with fancy cupboard catch. When open they are tilted at an angle of 45 deg., making them very handy for nail scoops for weighing. There are thirty of these hutches in all for nails, washers, etc. The upstairs is devoted to enamel ware, tinware, lamps, etc. All the work of construction has been done by day-work, so that, while more expensive, every little detail has been properly attended to. Back of this is the stove wareroom (attached to building), with tinshop, and also in which rubber packing and belting is stored. This wareroom is 75 x 66 feet. Further back still is the pipe warehouse (unattached), 125 x 75 feet, in which is stored all sizes of iron pipe. An idea of the extent of their business in this line may be had when the estimated output of pipe and casing is 1,250,000 feet per annum. The firm are sole agents for mills in England, Scotland, Germany and the United States. The machine shop has a Jarek pipe threader (Erie, Pa.), which runs by steam, and will thread and cut from ¼-inch to 5-inch pipe. The cellars have concrete floors, and are heated through-

out by hot water. These enterprising merchants are to be congratulated. Petrolia has a block it may well be proud of, while it is an honor to the hardware trade to have such aggressive men identified with it.

A few months ago the stock of the firm of A. Lawrie & Co., Sarnia, was purchased by Marshall & Mason, Strathroy, who decided to carry the business as a branch. Realizing at the start that the stand they occupied was too small, and also out of the way for proper business, they interested themselves in looking for more commodious quarters, and were fortunate in securing a store in the centre of the main street, about 25 x 90 feet deep. Under the able management of Mr. Herb Canse (who, by the way, has been associated with A. Lawrie & Co. for many years in Forest as well as in Sarnia), the store soon took on the neat, business appearance that characterized the old stand. On one side goods are nicely sampled in shelves, having trolley ladders, while the opposite side is devoted to enamel ware and tinware. The floor space is devoted to a full display of cook stoves, heaters and vapor gasoline stoves. The show cases and windows are dressed with that neatness and originality of taste that has always made the store a pleasure to both customer and traveler to examine. The prompt and energetic efforts of this pushing firm will no doubt receive full compensation in the increased volume

of business that will surely result through this move.

On arriving in Berlin a fellow is apt to ask himself, "Where am I at?" As he hardly knows what familiar face will greet him in some new stand. Mr. Henry Hymmen, who has for some years carried on quite a nice business as member of the firm of P. Gies & Co., has severed his connection therewith, and has purchased the stand and stock formerly occupied by C. E. Moyer. Mr. Hymmen has as good a stand as Berlin possesses, and if the transformation in the appearance of both the store and stock that he has made can be taken as evidence of future probabilities, he will be a factor greatly felt in hardware circles in Berlin.

Mr. Philip Gies will do business as usual at the old stand, paying special attention, more to the jobbing trade, in hot air, hot water and plumbing branches, while stoves and tinware will be looked after thoroughly in the store.

Mr. Trotter, for years on the staff of clerks at J. Fennel's, has taken Mr. Ralph Chamberlin's place in the store of P. Hymmen (formerly Hymmen & Russell). If the stock and business prove satisfactory to Mr. Trotter he may take a moneyed interest in the concern. From what I remember of the arrangement of the stock before on former trips I could not help but notice the marked improvement, and conclude that Mr. Trotter has not only inherited but has cultivated his gift of being able to make a hardware stock "a thing of beauty and a joy forever."

SMOKELESS
SS
HARDENED EQUALIZED
WATERPROOFED

SMOKELESS SPORTING POWDER

BEST IN THE WORLD

TRADE MARK

FOR GAME OR TRAP SHOOTING [S.S.] POWDER STANDS UNRIVALLED

Anyone can load it. Always the same.

MANAGERS FOR CANADA
LEWIS BROS. & CO.
30 St. Sulpice St.
MONTREAL, - QUE.

Every article bearing this
trade mark fully warranted



Razors, Carvers, Steels,
Table Knives, Butchers'
Knives, etc.

Dessert and
Fruit Sets
in Cases.

GUARANTEED

Fish Carvers,
Fish Eaters
in Cases.

Joseph Elliot
& Sons



Holliscroft,
Sheffield, Eng.

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

The GRAHAM Cut and Wire Nails are the best.

TORONTO, ONT.

PROPOSED DUTY ON PULP.

“ABOUT one hundred thousand cords of wood go into the manufacture of paper pulp each year in Canada, while in the same space of time between 500,000 and 600,000 cords are exported into the United States, and are there manufactured into pulp and then into paper.”

These were some of the figures given by Mr. W. H. Rowley, secretary-treasurer of the E. B. Eddy Company, one of the largest paper manufacturers in Canada. Mr. Rowley strongly advocates an export duty being placed on pulp wood, thus preventing the wood in its raw state being exported into the United States. This, he stated, would have the effect of opening up pulp mills in Canada, the employment of thousands of men and would altogether give the Dominion the benefit which is now derived by the people of the United States to the detriment of Canada. A number of prominent pulp and paper manufacturers met recently and organized what is known as the Canadian Pulp Makers' Association. Among those who are prominently identified are Mr. F. H. Clergue, of the Sault Ste. Marie Mills; Mr. John Forman, of the Laurentide Pulp Company; Mr. John Davy, of the West Canada Pulp Company; Mr. John R. Barlow, of the Georgetown and of the Cornwall mills; Mr. W. H. Masterman, of the Masterman

Pulp Co., and Mr. Rowley, of the E. B. Eddy Co.

As Mr. Rowley gave these names he spoke of the Sault Ste. Marie mills as a fair example of what might be done throughout Canada. “Here was a plant,” he said, “in which \$2,000,000 of United States capital was invested for the purpose of producing pulp for the American markets. This, with a little careful handling and a tariff rightly applied, could be duplicated throughout Canada, and the United States, instead of receiving the raw material from this country, would receive instead the finished article—pulp. You see,” Mr. Rowley explained, “the United States depends entirely upon Canada for her supply of pulp wood to-day. She has depleted her forests, while ours teem with this ever-valuable product. We have water-power in abundance, a very necessary adjunct to the manufacture of wood pulp. For every cord of wood which to-day is exported into the United States for the manufacture of pulp, not over \$6 per cord, including railway freights, is left in Canada. But for every ton of pulp which goes into the United States \$18, \$20 and even as high as \$30 per ton is left in Canada.”

“That can mean but one thing,” continued Mr. Rowley, “and that is millions of money for the Dominion and the employment of thousands of men.”

He then went on to speak of the recent trip to Ottawa in which a proposition to put

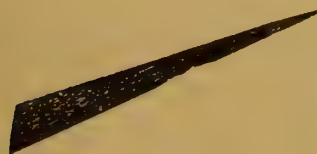
a tariff on the raw material was placed before the Government.

He said that every company in Canada was represented either in person or by letter, and to a man they favored it. In the morning the delegation were received by Hon. W. B. Ives, Hon. J. F. Wood and Hon. Col. Prior, and in the afternoon by Sir Charles Tupper and Hon. George E. Foster. What was asked the Government was that a tariff of not less than \$2 per cord be placed on pulp wood when the same was consigned to the United States. When pulp is taken into the United States a duty of 10 per cent. is charged by that Government, and it was considered that the \$2 per cord asked for would about equalize the duty thus imposed against the Canadian manufacturer. Some, indeed, favored a duty so high that the raw material could not be exported under any consideration.

The matter, Mr. Rowley states, was received by the members of the Government with a feeling very much akin to enthusiasm, and the delegation was promised that the matter would have the serious consideration of the Government at an early date.

In conclusion, Mr. Rowley said that as three-quarters of the paper used to-day in the United States was the direct product of the Canadian forests, he considered that at least the Canadian should be put on an equal footing with his cousin across the line—Star, Montreal, Feb. 25.

Headquarters for



Bicycle and Fancy Enamels

SANDERSON PEARCY & CO.

61, 63 and 65

Adelaide St. West

Toronto

WINNIPEG CITY TRAVELERS.

THE Winnipeg city travelers on the 17th inst. had their second annual At Home in the McIntyre and Friendship halls, about 200 being present. The dance programme was preceded by a concert of more than ordinary interest; the musical arrangements were in the hands of Mr. David Ross, and though the room was unsuited as far as acoustic properties are concerned, still the singers each did as well as could be expected under the circumstances. Mrs. T. H. Verner, Miss Patton and Messrs. Jackson Hanby and D. Ross were the vocalists, and Mr. J. W. Matthews the accompanist. Probably the best number on the programme was the trio, "Queen of the Night," by Mrs. Verner, Miss Patton and D. Ross. At the conclusion of the musical programme the company adjourned to the Friendship hall, where ample provision was made by Mr. W. Kenealy for the more substantial element of the necessities of an At Home. Though it was this gentleman's first effort at catering for so large a gathering outside of the Queen's Hotel, he and his assistants left no stone unturned for the satisfying of the wants of those present. The tables were tastefully set out, and garnished with flowers, evergreens, etc., and looked very inviting.

Whilst supper was in progress the McIntyre hall was set out with small tables for cards, crokinole, etc., and a plentiful supply of fruit, and shortly before midnight the dance programme of sixteen items and three extras was commenced under the directorship of Mr. Jas. Barnes.

For those who did not care to participate in the dizzy whirl, the Mandolin and Guitar Quintette, Messrs. E. Tugwell, F. Hughes, J. Hughes, W. McLean and J. Howden, entertained their listeners. Emma's orchestra supplied the music for dancing with their usual ability. Mr. D. M. Horne was chairman of the committees, Mr. J. W. Scott, treasurer, and Mr. John Horne, secretary.

Among those present were noticed the following: Mr. John Mouat, Miss C. Mouat, Mr. E. A. Simmons, Mr. and Mrs. A. De-Cow, Mr. and Mrs. D. M. Horne, Mr. and Mrs. Dickie, Miss Dickie, Mr. J. P. Clinton, Mr. Geo. Adam, Mr. E. Tugwell, Mrs. W. Capell, Miss Paulin, Mr. D. B. McRea, Miss Meek, Mr. M. Stewart, Miss Luter, Mr. A. Pratt, Miss Pratt, Miss Perrin, Mr. N. B. Steele, Mr. and Mrs. H. Hodges, Mr. H. Jennings, Mr. G. F. Young, Miss Laurie, Miss Riffon, Mr. and Mrs. J. T. Spiers, Mr. and Mrs. J. Horne, Miss Crippin, Mr. R. Sharpe, Mr. A. McDonald, Miss Thompson, Mr. and Mrs. C. Driver, Mr. and Mrs. G. Spurgeon, Mr. W. A. Anderson, Miss J. Myers, Mr. and Mrs. E. M. Carroll, Mr. and Mrs. J. M. Scott, Miss M. Alliston, Mr. J. L. McKay, Mr. and Mrs. W. F. Ross, Mr. and Mrs. D. Lamb, Mr. and Miss Hicks, Mr. R. Duncan, Miss E. Murray, Mr. W. N. Moore, Miss L. M. Myers, Mr. H. H. Mullen, Mrs.

Preston, Miss McLaughlin, Mr. W. R. Williamson, Mr. R. A. McDill, Mr. and Mrs. J. Dyke, Mr. C. Wheeler, Mr. A. T. Hood, Miss Rea, Mr. Munroe, Miss Munroe, Miss English, Mr. G. Cawston, Miss Cawston, Mrs. D. J. Taylor, Mr. E. J. Downing, Mr. A. Mouat, Miss I. Neilson, Mr. G. Thompson, Miss Wade, Mr. W. Warren, Mr. and Mrs. R. Scott, Mr. J. W. Mathews, Mr. and Mrs. Thomas, Mr. and Mrs. J. E. Dingman, Mr. and Mrs. Jackson Hanby, Mr. T. Hazlewood, Miss Hazlewood, Mr. G. C. Long, Mrs. and Miss Allen, Mr. and Mrs. W. H. Stone, Mr. J. B. Thompson, Mrs. Francis, the Misses T. and L. Francis, Mr. and Mrs. A. Bright, Mr. W. McDougall, Miss Bruce, Mr. J. L. Hughes, Mr. Wm. McLean, Mr. O. Richards, Mr. A. Blackadder, Miss Nielson, Mrs. T. H. Verner, Mr. Rounthwait, Mr. S. Rounthwait, Mr. S. W. Huston, Mr. and Mrs. T. Jobin, Mr. and Mrs. Johnston, Miss J. J. Jackson, Mr. and Mrs. D. J. Dyson, Mr. and Mrs. D. Ross, Mr. and Mrs. J. Coltard, Mr. A. C. Locke, Mr. and Mrs. Dimonchel, Mr. W. J. LaCaplin, Miss A. Cooke, Miss H. Sillers, Miss Masters, Mr. G. Darby, ex-Mayor and Mrs. T. Taylor, Mr. and Mrs. Suttie, Miss Suttie, Mr. Stephen Nairn, Mr. Chas. Christie, Mr. and Mrs. J. F. Campbell, Mr. J. R. McNamara, Miss Armstrong and Miss M. Armstrong, Mr. J. F. Felling, Mr. Dodd, Mr. and Mrs. J. H. Dawson, Mr. S. W. Hughes, Mr. and Mrs. H. B. Ness, Mr. C. McMicken, ex-Mayor Macdonald, Mr. Powis, Mr. and Mrs. J. W. Horne, Mr. C. Wellband, Mr. T. Wellband, Miss A. Mastad, Miss T. Mastad, Mr. W. C. Risteen (Rat Portage), and the Misses McIntosh (Rat Portage), Mr. and Mrs. N. F. Calder, Mr. W. H. Morgan, Mr. J. R. Gowler, Mr. John Gowler, Mr. J. R. McKercher, Miss McKercher, Miss McKay, Mr. H. J. Summerset, Mr. T. J. Steen, Mr. and Mrs. W. A. DeCow, Mr. and Mrs. Latimer, Mr. S. Handscomb, Mr. G. H. Rublee, Mr. and Mrs. Coulter, Mr. G. Wade, Mr. Jas. Houghton, Mr. R. Barclay, Mr. R. C. Sharpe, Mr. A. K. Morrison.

Shortly before 3 o'clock the "Home, Sweet Home" waltz reminded the dancers that an evening that will long live in the memory of all present was brought to a successful close.

NEW STYLE GAS RANGE.

The accompanying cut shows a new style of gas range which the McClary Mfg. Co., of London, are making for this year. This range embodies the very latest ideas in gas cooking, has six cooking holes on top, an oven $18\frac{1}{4} \times 18\frac{1}{4}$ inches square, and a broiling oven 12×18 inches. The front part and top of the range are made of cast iron, while the body is made of steel plate. A water heater can also be furnished with this range, same as shown to the left of cut. Each burner in this range is provided with a separate flue to supply it with fresh air and

an exit to carry off the product of the consuming gas and air. This construction is of inestimable value, for the reasons that it supplies the burning gas at each burner with fresh air at exactly the proper places, intensifies the combustion and heating



power, and prevents the products of consumed gas from smothering the jet. The burners for the broiling oven, baking oven and water heater are constructed on a very modern principle, so as to avoid their "firing back." The gas is lighted at the farthest end from where it enters the burner, and the burner is filled with a proper mixture of gas and air before the gas reaches the place where the light is applied.

The statistics of foreign trade in 1895 show that the total exports of iron and steel manufactures from Belgium were 556,034 tons, as against 472,410 tons in the previous year. The largest items were steel girders 54,123 tons; steel rails, 86,452 tons; steel bars, 29,895 tons; iron girders, 34,968 tons; iron sheets, 64,068 tons; and other iron, 170,713 tons.

At the annual meeting of the directors of the K. and P. Railway Co., held at Kingston on Wednesday, the officers for the ensuing year were elected. They are: President, Mr. B. W. Folger; vice-president, Mr. J. D. Flower; general manager, Mr. B. W. Folger; superintendent, Mr. F. A. Folger; general freight and passenger agent, Mr. James Swift; assistant freight and passenger agent, Mr. F. Conway; secretary-treasurer, Mr. T. W. Nash; auditors, Messrs. J. E. Clark and D. Murray.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON

TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples Oiled and Annealed Fence Wire

Manufactured by

— WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ontario

NICKEL ORE.

SEVERAL months ago Mr. L. H. Bowman, of Leavenworth, State of Washington, and associates, shipped from Okanagon county in that state, a carload of nickel ore to St. Louis for smelter treatment, at an expense of \$360 for the carload. It had all been packed out to the Great Northern Railroad on the backs of men, at considerable expense. When it reached St. Louis, the first samples were treated, with a net result of \$90 per ton. But just at this juncture, the smelter became the object of litigation, was closed by orders of the court, and the remainder of the carload of ore has remained unused, and of benefit to nobody.

Now, says American Manufacturer, comes the singular statement, made by Mr. Bowman, that there is no other smelter in the United States where nickel ore has been successfully treated, and that there are only two others outside of this country, viz., one in Wales and one in Germany. Nickel ore has been found in the United States, in limited quantities—at Benton, Saline county, Arkansas; in Fremont county, Colorado; at Chester, Connecticut; at Dracut, Middlesex

county, Massachusetts; at Cottonwood Canon, near Loveback's Station, in Nevada; and on Piney Mountain and Upper Dad's Creek in Douglas county, and near Rock Point in Jackson county, Oregon. But the most important deposit of nickel thus far discovered in this country is that of Lancaster Gap, in Pennsylvania. At first it was mined from 1852 to 1860 by the Gap Mining Co.; the mines were closed down from the latter date until 1862, when they were purchased by Mr. Joseph Wharton, of Philadelphia, and re-opened the next year. Within a few years the output at Lancaster Gap has been declining because of the gradually decreasing quantity of ore. It is to be hoped the Washington ore may be produced in quantities sufficient to supply the American demand, and if so the facilities for smelting will not long be the only obstacle to production.

METALLIC CEMENT.

An easily fusible metal composition is now being put upon the market by a Zurich, Switzerland, firm, under the name of "patent metal cement." This metallic cement melts like lead at about 250 deg. C. and can be cast

into the most delicate molds; in addition to this, it sticks like glue to all substances, as stone, masonry, metal and wood. It is almost entirely proof against water, acid and oils, so that it appears well suited for repairing leaks in oil tanks and pipe conduits. This cement possesses a great power of adhesion, because it extends somewhat during cooling off. Another advantage of the new metal is its small specific gravity of but 1.5. For use it is broken up in small pieces and molten in an iron kettle over a moderate fire, until the mass has become thinly liquid. For casting small objects, molds of plaster of Paris, clay or sand can be used.

TRAVELING GENERAL STORE.

On some of the southern railroad lines, according to an exchange, a kind of traveling general store is used. This is known as a "supply car," and is stocked by the railroad company on whose line it runs. The purpose of the car is to furnish the track hands with supplies, saving them the necessity of losing time in going to market. It is stocked with everything that a laborer requires for his family, and goes over the road twice a month. The men are furnished whatever supplies they want at cost, with ten per cent. added to cover handling. They are not compelled to buy from the car, but it is almost universally patronized.

SOME WHEELS

Are Better Than None

But the wheels we sell are as good as any. We wouldn't risk our reputation by sending out an inferior bicycle which was not just as we represented it. We give our guarantee with each of the many lines we handle, and we know that we have variety enough in style and price to suit everybody's taste and pocket. We want reliable agents everywhere, and the agency for any of our wheels is sure to result in splendid satisfaction.

Why not get our Catalogue? It's full of information about details.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

WESTERN ASSURANCE COMPANY.

FORTY FIFTH ANNUAL MEETING OF
SHAREHOLDERS.

THE annual meeting of the shareholders of the above company was held at its offices in this city on Thursday, the 20th inst. Mr. Geo. A. Cox, president, occupied the chair, and Mr. C. C. Foster, having been appointed to act as secretary to the meeting, read the annual report of the directors.

The report showed that there had been a considerable increase in premium income over that of the preceding year, and that in the fire branch a satisfactory profit had been realized, which result was due mainly to the moderate loss ratio on the business of the company in the United States. In the marine department it was shown that on account of the low water in the lakes and rivers during the past season and from other causes the general experience of companies engaged in that business had been particularly unfavorable. Under these circumstances last season's operations on the lakes had shown a loss which materially affected the total result of the business of the company for the year.

The following is a summary of the

FINANCIAL STATEMENT.

Premium income, less re-insurances..	\$2,332,239 31
Interest account.....	75,652 56
Total income.....	\$2,407,891 87
Losses	\$1,566,264 77
Expenses of management—agents' commissions, taxes and all other charges	765,091 04
	\$2,331,355 81
Dividends on stock....	\$ 100,000 00
Total assets.....	\$2,321,195 72
Total liabilities.....	1,248,243 56
Reserve funds.....	\$1,072,952 16
Cash capital.....	1,000,000 00
Subscribed capital.....	1,000,000 00
Security to policy-holders.....	\$3,072,952 16

The president, in moving the adoption of the report, said :

In considering the report, shareholders should bear in mind that the year with which it deals has been, in many respects, a remarkable one in our business. It will be remembered by those connected with fire and marine underwriting in this country as a year which brought with it disasters of an exceptional character—heavy losses upon classes of business regarded as the most desirable—and, therefore, as one which was generally disappointing in its results to insurance companies. Under these circumstances, I feel that we may claim that there is more matter for congratulation in the balance-sheet now before you than there has been in many of the annual statements we have had the honor of presenting to shareholders, in which, under more favorable conditions, our revenue account exhibited a

much more substantial balance of income over expenditure than is shown as the outcome of our transactions for 1895.

The serious fires in the early part of the year in this city, involving an aggregate loss of some two million dollars, are, no doubt, fresh in the minds of shareholders. The "Western" was called upon to pay to its policy-holders in these disasters \$102,500, about one-half of which, however, was covered by reinsurance in other companies. Closely following these came other fires of exceptional magnitude, to which I need not refer in detail, but I may say that, on the whole, the company never experienced a more unfavorable opening in any year than its fire records show for the first three months of 1895. The ultimate profit shown on our fire business at the end of the year was, therefore, as gratifying to us as it was reassuring to the theories we have entertained based on the doctrine of average. It will be of interest to shareholders to know that we regard the existing arrangement for the joint management and supervision of the United States branches of this company and those of the British America Assurance Company as contributing in no small measure to this favorable result. This arrangement, as will readily be understood, enables the companies to provide for a more thorough inspection of their risks, and a more efficient oversight of their agencies than could be secured, without undue expense, by either company independently; and, as intimated in the report, it is to the profits from our fire agencies in the United States that we have had to look in the past year to make up our losses in other departments. In some previous years, it will be remembered, our experience has been the reverse of this, and these varying results in different fields go to confirm the wisdom of the policy of extending, as widely as possible, with proper provision for local supervision, the operations of companies engaged in the business of fire insurance, and enabling them thus to distribute over a wide area the burden of conflagrations, such as experience has shown us may occur at any time and at any place where large values are concentrated. It is, I may say, the recognition of the vital importance of this principle—and the conduct of the business upon these lines—that enables the British, American and Canadian companies, operating throughout this continent, to offer property-holders a guarantee of indemnity from loss by such disasters; and I will say further that it is the absence of facility for the application of this essential principle of insurance, namely a wide distribution of risks of moderate amount, that must be fatal to any scheme for municipalities assuming the fire risks upon the property of their citizens, as it has been suggested they should do by some ardent social reformers, who appear to lose sight of the fact that investors will look for larger

returns in the way of interest on municipal bonds, if they are called upon to assume greater risks than are undertaken by the shareholders of an insurance company. In making this reference, I wish it to be understood that I speak as one more largely interested in the debentures of the City of Toronto and the general credit of the city than in the stocks of our fire insurance companies.

Although the fire business has always been our chief source of income, we have, as you are aware, almost since the organization of the company, been engaged to a limited extent in marine underwriting. In this branch our operations during recent years have been chiefly confined to the inland lakes and rivers. From this source we have, on the whole, over a series of years, derived a moderate margin of profit, but from various causes the record of the lakes for the past season has been one of continual disaster to shipping, the casualties having been, as far as can be judged from published records, more than double those of any preceding year in the amount of property lost. As a consequence we have to report a very considerable loss on the business of the year in this branch, the losses and expenses having exceeded the premiums by upwards of \$100,000. I have little doubt that as a result of the generally unprofitable nature of last season's business an improvement in rates, which is recognized on all hands as necessary, will be brought about before the opening of navigation. Failing this there would appear to be no course open to us but to discontinue this branch of our business altogether.

I may briefly summarize the past year's experience of the company by saying that the profits on our fire business were practically absorbed by the losses of our marine branch, and that our interest earnings were sufficient to pay (after providing for the amount written off for depreciation in securities) about 7 per cent. upon our capital stock, the additional 3 per cent. required to make up the usual dividend being taken from the reserve fund accumulated from the surplus of previous years. On account of the larger volume of business on our books we have increased the amount estimated as necessary to run off unexpired policies to \$794,460. The actual liability under this reserve is, of



course, dependent upon the number and amount of the policies which may become claims before the expiry of the term for which the premiums have been paid. Similar estimates in previous years, however, have proved to be more than ample, and our reserve for this purpose, I may say, is considerably larger for our volume of business than that set aside to provide for unexpired risks in the statements of any of the British companies which have come under my notice.

At the last annual meeting we reported that the company had re-insured all the risks in Canada of the United Fire Insurance Co., of Manchester, England, which company ceased operations in this country on the 15th of January, 1895. The liability under this contract is nearly run off, leaving a profit to the company, in addition to some new connections which promise to be of permanent advantage.

It would, of course, be premature at this date to attempt to form an estimate of the probable outcome of the present year, but it is, nevertheless, gratifying to be able to say that our experience thus far in 1896—both as to volume of business and moderate loss ratio—has been very satisfactory, and taking into account the evidence which the report now before us presents of the ability of the company to meet out of the year's premium receipts such exceptional calls upon it

as the losses of the past year, I think we may say, without laying ourselves open to the charge of optimism, that the prospects of the present year—in fact, of the future of the company—are very encouraging.

In conclusion, I wish to bear testimony to the ability and zeal which the officers and agents of the company have shown in furthering its interests during the past year.

The vice-president, Mr. J. J. Kenny, seconded the adoption of the report, which was carried unanimously.

The election of directors for the ensuing year was then proceeded with, and resulted in the unanimous re-election of the old board, viz.: Messrs. George A. Cox, Hon. S. C. Wood, Robt. Beaty, G. R. R. Cockburn, M.P., Geo. McMurrich, H. N. Baird, W. R. Brock, J. K. Osborne and J. J. Kenny.

At a meeting of the Board of Directors held subsequently, Mr. George A. Cox was elected president and Mr. J. J. Kenny vice-president for the ensuing year.

DIFFERENT FUELS FOR HEATING.

All who sell heating apparatus, of whatever character, says Metal Worker, have been asked at different times how much coal is required during the season by a certain heater, and the views of some of those who have had experience in the matter will be interesting, if not conclusive. A man who has been long in the stove and furnace trade states that he has observed that stoves burn from $1\frac{1}{2}$ to $1\frac{1}{4}$ tons of coal per 1,000 cubic feet of house room during the season, and that hot air furnaces burn from $\frac{3}{4}$ ton

to $\frac{1}{2}$ ton per 1,000 cubic feet during the season. A dealer who has had a wide experience, and who has made close observation in both steam and hot water heating, was heard to remark that a steam heating system requires 3 tons of coal for each 100 feet of radiation carried by the boiler. In hot water heating, $1\frac{1}{2}$ tons of coal would be necessary for each 100 feet of radiation carried by the boiler during the season.

From this information it is easy to make up the following table, assuming that 1 square foot of radiation for hot water will heat 25 cubic feet of space and in steam heating 50 cubic feet of space:

	Tons of coal.	Cubic feet of space heated.
Stove	1	800
Furnace	1	1,333
Hot water	1	1,750
Steam,	1	166

REDUCTION IN LEATHER BELTING.

A reduction in the price of leather belting has been ordered by the association governing this article.

The cause of the reduction is the advent on the Canadian market of belting of United States manufacture.

This imported article, it is asserted, is not as good as the domestic, standard not being any better than our No. 1; but it is good enough to make a price.

The reduction is in the shape of an extra 10 per cent. on quantities, and we quote: Agricultural, 65 per cent.; No. 1, 50 to 55; standard, 45 to 45 and 10; extra, 40 to 40 and 10.

Screen Doors . . . Screen Windows (Adjustable)



The door we are handling this season is $\frac{7}{8}$ -inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Feb. 28, 1896.

HARDWARE.

BUSINESS fails to show any noticeable change in the matter of actual trade for prompt shipment. Nearly all of the jobbers, though they admit the receipt of a fair volume of orders for staple lines of shelf and general hardware for forward shipment, complain of business in the former respect. This, however, is not unusual at the period, as buyers naturally want to pay winter freights on as small a quantity as possible, and are holding back what they can for summer rates. The period when the railways will allow these is uncertain. It may be either the 15th of March, or the 1st of April. The leading feature of the week in the matter of alteration in value: has been the advance in cut and wire nails, decided upon by the makers at the meetings held on Friday and Saturday last, here. Particulars are given elsewhere. There are general complaints regarding payments from nearly all sections.

WIRE—Trade is quiet and featureless. Nothing is moving from store at all as buyers are holding back for spring freights. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Business perfectly motionless. We quote as follows: Barb, \$3 12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Makers met on Friday last, and advanced prices 5 per cent. for Quebec and over 5 per cent. in Ontario, as will be seen elsewhere. Discounts now are 75 f.o.b. Montreal, and 70 and 12½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

CUT NAILS—After wire nails were disposed of the makers considered the question of cut nails. The base price for these was advanced 10c. to \$2.60. f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade remains quiet, with discount unchanged at 55 per cent.

HORSESHOES—A few small lots are being shipped, but the great bulk of the orders are being held back. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, as to brand.

TACKS—Business continues quiet and featureless in tacks.

SCREWS—Dull and unchanged. Discounts are: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—There is a moderate demand, discounts ranging from 10 to 12½ per cent. off the list.

ROPE—Business continues dull. We quote: Sisal, 6¾ to 7¾c. for 7-16 and upwards; pure manilla, 9 to 10c. for 7-16 and upwards.

BELTING—Quiet as before, discounts ranging from 45 per cent. on standard to 40 per cent. on extra, with No. 1 50 per cent.

CUTLERY—A few import orders are noted but the jobbing movement is nil.

SPORTING GOODS—In these the only line that receives attention is ammunition, small lots of it moving.

CHAIN—In chain cow ties continue quiet and unchanged, while coil chain is in moderate demand for spring shipment.

GREEN WIRE CLOTH—The base price is unchanged with a moderate volume of orders for spring shipment.

PLUMBERS' SUPPLIES—Furnish little or no change.

TOOLS—Orders for spring shipment are being booked in a moderate way for shovels, spades, etc., also harvest tools.

BUILDING PAPER—Business in this line continues the same. We quote: Plain, 50c. per roll; tarred lining, 60c.; tarred felt, \$1.60 at mill per 100 lbs. For car lots these prices can be shaded.

TINWARE—There is but little appreciable change in this line.

CEMENT—The market remains quiet as last noted. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Continue firm at \$17 to \$21 per 1,000, as to brand.

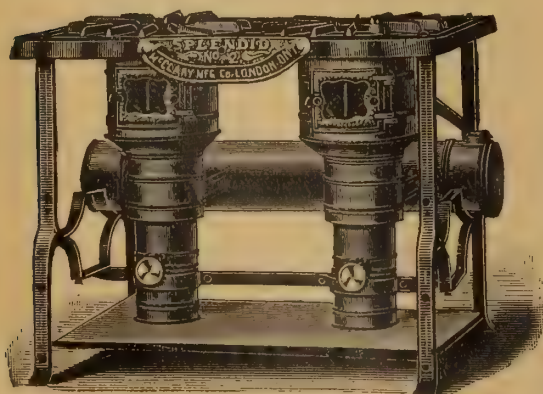
METALS.

The general tendency of outside markets on heavy iron and metals, with the single exception of tin plate in Wales, is strong. Importers, however, are still operating very conservatively in the matter of spring contracts, but it does not seem likely, if present indications are any guide, that they will be able to buy much cheaper later on.

PIG IRON—The demand for pig is confined strictly to small lots of Scotch and domestic for actual requirements. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglinton, \$18.50, and Ferrona, \$17.50.

BAR IRON—Trade continues quiet and prices are unchanged at \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—Business is moderately



Splendid OIL COOK

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. No odor. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

active for positive wants on the basis of \$2.75 per 100 lbs. for 8 to 16 gauge.

SHEET IRON—A moderate enquiry is noted with prices as follows: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Business quiet and prices unchanged on the basis of \$5.75.

PIG LEAD—Steady but inactive at \$3.25 to \$3.50.

LEAD PIPE—Remains quiet; discounts, 30 per cent., and prices 7 to 7½c.

GALVANIZED IRON—Business in galvanized iron is fair for import, but jobbing demand is quiet at 4½ to 5½c., as to brand.

INGOT TIN—Business is dull and the price unchanged at 16c.

INGOT COPPER—Advices continue firm from abroad. Demand here is quiet at 10 to 11c.

SHEET COPPER—Fair demand in a small way at 15½ to 25c.

IRON PIPE—There is very little trade noticed in iron pipe.

CANADA PLATES—Some fair sized import orders have been booked at rather lower prices. Spot values continue the same, however, at \$2.15 to \$2.25, as to quantity.

TIN PLATES—Low import offers continue to be made on tin plate, and some business has resulted at a price equivalent to a decline of 5c. on cokes. For business from stock, however, values are unchanged for the moderate trade passing. We quote: \$2.65 to \$2.75 for cokes and \$3.25 to \$3.65 for charcoal, as to grade.

TERNE PLATES—Continue steady but dull at \$5.75 to \$6.25, as to brand.

SOLDER—Prices unchanged and business dull, at 11½ to 13c.

SHEET ZINC—Remains as last quoted, at 4½ to 5c., with no activity to note.

SPELTER—Dull, at \$4.50 to \$4.75.

ANTIMONY—Motionless and nominal at 10c.

GLASS.

The glass market is quiet and without change. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

This week has been a quiet one on the whole in paints, with little to note in the way of business.

LEADS—There is a fair enquiry for white lead for spring shipment. We quote: Choice brands white lead, Government standard \$5; No. 1, \$4.75; No. 2, \$4.50; No. 3, \$4.25; No. 4, \$4; dry white lead, 5c.; red lead, pure, 4 to 4½c.; do. No. 1, 3¾ to 4¼c.; zinc white, pure, \$7.50; No. 1, \$6.50.

LIQUID PAINTS—Business is quiet, values ruling from 90c. to \$1.05, with some brands held higher.

VARNISHES—Are in fair request for spring shipment at quotations.

PARIS GREEN—The market is quiet, but firm in its tone. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

LINSEED OIL—Quiet and unchanged. We quote: 55c. for raw and 58c. boiled.

TURPENTINE—Firm and unchanged at 46c. less 3 per cent. 30 days.

RESINS—Dull. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The heavy chemicals market is quiet on spot. Advices from abroad rule rather firm. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

The petroleum market has ruled fairly active at last week's advance. We quote as follows: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

There has been no change in hides. We quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.

ASHES.

The ashes market has ruled rather firm, pots being 5c. higher at \$3.50 to \$3.55 for firsts and \$3.25 to \$3.30 for seconds; pearls, unchanged at \$5.

MONTREAL NOTES.

E. P. Williams, of Cleveland, the vice-president of the Sherwin-Williams Co., was at the Windsor this week visiting his son, E. P. Williams, the superintendent of the Montreal establishment.

Jas. Hutton & Co., the agents for Joseph Rodgers & Sons, Ltd., Sheffield, wish to advise the trade and cutlery importers generally that the fire which broke out in the Sheffield factory will not delay the fulfilment of any orders an instant. The factory where the fire broke out is only one of five others equally extensive run by the same firm.

Victor Kafod, 49 St Francois Xavier street, Montreal, is the agent for "Indurine," a cold-water paint, manufactured by Wm. A.

Old Metals . .

SUCH AS

**Copper, Brass
Lead, Zinc, Iron**

Find a CASH BUYER in

W. G. HARRIS

25-31 William St.

Toronto, Ont.

TELEPHONE 1729

Dayton

See the design
of this wheel—
it's stylish

Dayton

Examine the
finish—it's
beautiful

Dayton

Try its riding
qualities—
You'll be de-
lighted

Send for Catalogue.

J. & J. Taylor

TORONTO.

Hall, Bellows Falls, Vt. The great merit of this paint consists in the fact that anyone, the merest novice, can mix and apply it. He now has a stock on hand of all colors and tints.

ONTARIO MARKETS.

TORONTO, Feb. 28, 1896.

HARDWARE.

THERE is no great activity to note, but business is certainly more brisk. Since a week ago, there has been quite a perceptible increase in the tone of the trade, merchants speaking with much more confidence. The few spring-like days we have had have no doubt helped to create this feeling, while the advances in some of the staple lines have also been a factor. As noted elsewhere, both cut and wire nails are dearer. Reports from representatives of Toronto houses in British Columbia are not as gratifying as the trade would like. From Manitoba and the Northwest Territories advices are more favorable, and a number of carload lots have been forwarded to those portions of the Dominion during the last few days. Leather belting is about 10 per cent. lower in quantities. Rope is also a little lower. Payments are still slow, but this is in part accounted for by the bad condition of the country roads.

WIRE—Quite a few orders have been booked for oiled and annealed and galvanized for shipment during March, but trade in this respect is not as large as it was a year ago. Outside ordinary tinner's wire, there is nothing doing in the way of immediate shipment. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—The same remarks apply as to ordinary fence, both in regard to shipment from stock and forward delivery. We quote as follows: 3c. per lb., plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days, freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—These have been advanced, the discount now being 70 and 12½ per cent., and orders can only be booked for forward delivery till March 15. Trade has not yet exhibited much activity. Deliveries are still made on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

CUT NAILS—The base price on these has been advanced 10c. per keg. Terms and deliveries are as before. We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots

to points where rate does not exceed 25c. per 100 lbs. The volume of business is light.

HORSE NAILS—There is very little doing. Discount 55 per cent.

HORSESHOES—What has been said of horse nails applies also to horseshoes. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER WIRE, ETC.—There has been an increased demand for both copper and brass wire. Quantities wanted, however, are small.

ROPE—Prices on sisal have been reduced to 6¾c. and on manilla to 9c. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—A reduction of about 10 per cent. in quantities is announced. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

TACKS—Trade remains much as before.

CUTLERY—There has been a little more buying during the past week. Some fair orders have gone north.

SPORTING GOODS—A change is announced in the price of Canadian gunpowder, a reduction of 50 to 75c. per keg on the list being made.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Another reduction is announced in the price of green wire cloth, the ruling figure now being \$1.50 per 100 square feet.

COIL CHAIN—A slight improvement in the demand is to be noted, a few good shipments of large sizes having been made.

PLUMBERS' SUPPLIES—Trade exhibits very little life.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—A fair trade is being done at from \$26.50 to \$27.

CHURNS—Forward orders are still being booked. Discount, 70 and 5 per cent. f.o.b. factory and 70 per cent. from stock.

TOOLS—Demand is good for spades, shovels, grain scoops, harvest tools.

BUILDING PAPER—Trade continues quiet with prices firm. We quote: Plain building, 40 to 45c. per roll; tarred lining, 50 to 55c.; tarred roofing felt, \$1.55 to \$1.65 per 100 lbs.

POULTRY NETTING—The improvement noted last week continues. Discounts are unchanged at 65, 10 and 70 per cent.

TINWARE—Trade is fair, but devoid of special feature.

MILK CAN TRIMMINGS—Trade continues unsatisfactory. Discounts: 25, 10 and 7½ per cent.

PLASTER PARIS—Trade is fair. Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—Trade fairly good. We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—Business is fair. We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

There is a little improvement in the demand for some lines, and, generally speaking, trade is fair for the season. Nothing specially new has developed during the week.

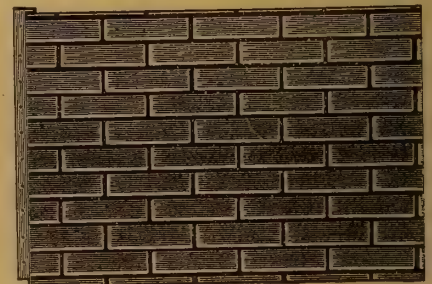
PIG IRON—There has been some American iron offering, but we hear of no transactions, the foundries having, if anything, more than they require just now. We hear of No. 2 Niagara being offered at about equal to \$18.30, Toronto; No. 1 Niagara is worth \$18.80.

BAR IRON—The market is still quiet, with the base price for small lots nominally unchanged at \$1.70 to \$1.75.

SHEET STEEL—Is going out daily. The No. 2 quality is in better demand than dead flat at the moment. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, ¼c.

BLACK IRON—There has been a fair demand for the light gauges at prices named. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

EQUAL TO ANY. SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

TINNED IRON—A number of orders that had been booked for forward delivery are shipped. The volume of business is not accounted equal to that of last year at this time. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

PIG LEAD—Demand has fallen off somewhat, and business is now quiet with prices unchanged at 3¼ to 3¾c.

LEAD PIPE—Remains quiet. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Is going out freely, both import deliveries and shipments from stock. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT COPPER—Business is a little quieter than it was. Prices are unchanged at 11 to 11½c. per lb.

INGOT TIN—Trade in this line also exhibits a slight decline. We quote large lots at 16c., and small lots at 16½ to 17c.

SHEATHING COPPER—Demand is fair. We quote 14½c. for 16 oz.

IRON PIPE—There is a little improvement to be noted, but the quantities are still smaller than usual. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvanized, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business continues quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—The demand is fair, and principally for charcoal, although some good lots of cokes have been disposed of during the past week. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Quite an improvement has developed during the past week, a number of cask lots having gone out. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged prices. We quote: Domestic, 4¾c.; imported, 4¾ to 4½c.

Corrugated Galvanized Iron

**ROOFING
SIDING
CEILING AND
FENCING**

Any size Sheets up to
96 x 33 inches

NOW IN STOCK
22, 24 and 26 Gauges

**QUALITY UNEQUALLED
PRICES RIGHT**

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD.,

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

ANTIMONY—Is dull at 10 to 12½c., according to quantity and quality.

GLASS.

Import orders are still being booked, but the indications are that the volume of business will not be as large as it was a year ago. Business from stock is still light. Plate glass is higher again in Europe, but there is no change here. Trade in plate glass is quiet. A fair business is reported in fancy glass. We quote: For import, \$2.10 to \$2.15 first break in 100-foot boxes; from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

The great feature this week has been the increased demand for Paris green from the jobbers. New York prices are up to 15c. for carload lots and 18 to 20c. in a small way. The local market for Paris green can be described as strong and higher. White lead orders are being booked at quotations. Ready mixed paints are now being shipped, the extreme cold weather having moderated, enabling painters to resume work. Varnishes "pursue the even tenor of their way," and are selling without special feature. In colors there is a brisk enquiry for mortar stains and ochres. Paris white and whitening are in the hands of a few only, and it is predicted there will be a shortage before the arrivals come in by open water via Montreal.

WHITE LEAD—Ex Toronto we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ to 18c.; ¼-lb. packages, 19½ to 20c.; Paris white, 90c.; whitening, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 4 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 4 to 9 barrels, 57c.; freight allowed.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 4 to 9 barrels, 45c.; freight allowed.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

HIDES, SKINS AND TALLOW.

HIDES—There is little demand and the market is dull. Green sell at 5c., and cured are quoted at 6c.

SHEEPSKINS—The best sell at 90c., and country skins bring 60 to 75c., according to quality.

CALFSKINS—Trade is a little more active. No. 1 skins sell at 6c. Extra good bring a fraction more.

TALLOW—Local dealers bid 4c., and sell at 4½c. The market is quiet, but prices are steady.

SEEDS.

There is some improvement to be noted, and prices are steady. We quote: Alsike, \$3.50 to \$4.50; timothy, \$2 to \$2.25 red; clover, \$4.50 to \$4.85.

PETROLEUM.

Trade continues fairly good. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

A first and final dividend of 34½c. on the dollar has been declared in the estate of Reynolds & Co., the insolvent dealers in house furnishings, Queen street west, Toronto.

H. S. Howland, Sons & Co. are in receipt of their spring stock of sheep shears, which they are offering at low prices.

The Gurney Foundry Co. are running stronger, having opened up their largest cupola last week.

H. S. Howland, Sons & Co. have in stock shipments of pike poles, cant hooks, chain and rope for the lumber business. The firm reports trade a little better in the lumber districts.

The base price of cut nails is now \$2.60 per keg, and the discount on wire nails is 70 and 12½ per cent.

Sanderson Percy & Co. have been appointed agents in Canada for English bicycle enamel and rim varnish.

The John Griffiths Cycle Corporation, Ltd., Toronto, are experiencing an active

trade in bicycles and bicycle supplies. Their volume of business is three times larger than it was a year ago at this time.

Large sales of "White Mountain" ice cream freezers are reported by H. S. Howland, Sons & Co.

The base price of sisal has been reduced to 6¾c. and manilla to 9c.

Leather belting is 10 per cent. lower on quantities.

There has been a reduction of 50 to 75c. per keg in the price of Canadian gunpowder.

Green wire cloth is down to \$1.50 per 100 square feet.

Bowman, Kennedy & Co., London, Ont., have just received a large consignment of Joseph Rodgers & Sons' celebrated cutlery.

H. S. Howland, Sons & Co. have received their spring stock of spades and shovels and are now busy making shipments. They claim they are showing better values than ever before.

Bowman, Kennedy & Co., London, Ont., are agents for the Remington bicycle, and are meeting with great success with this leading wheel.

M. & L. Samuel, Benjamin & Co. are handling a new hand and rip saw known as the "Lion." This is a hollow back saw, with assorted teeth, 26 inches long. The trade would do well to make enquiries in reference to this, as it is very good value.

The Cottingham Varnish Co., Ltd., of Montreal, manufacturers of Pratt & Lambert's varnishes, have issued a nice little souvenir in the shape of a pair of whist markers in ivory.

H. S. Howland, Sons & Co. expect to next week make shipments of Crocker's chemical fertilizers, of which they are the Canadian agents. The firm states that this fertilizer has been given the highest standard by the analysts of the United States' Government.

A. G. Buckham, Brampton, paid **HARDWARE AND METAL** a visit this week. He reports trade good considering the season. He is now through stock-taking, and finds the result most satisfactory.

The James Robertson Co., Ltd., have been compelled to increase their staff in the lead works owing to the unusually large number of orders they are receiving for their ready-mixed paints.

One of the most attractive private post cards **HARDWARE AND METAL** has seen is that which has been issued by the Toronto Radiator Manufacturing Co. The main feature of it is the topmast of a yacht with the different color signals flying. Each flag bears a letter, all together forming the word "Safford," the name by which the firm's radiators are known.

M. & L. Samuel, Benjamin & Co. are now booking forward orders for lawn mowers.

The Woodyatt mower, which they are offering to the trade this season, is the new improved pattern, with 10½-inch high open wheel, open cheeks and encased gears. Each mower is fully warranted and packed separately in a case. Sizes are from 12 to 20 inches.

A pretty and good selling tea pot is being made by the McClary Manufacturing Co., London. It is made of steel white enamelled with a nickel plated cover and fancily decorated in a number of different styles. The price is only a trifle above the cost of white tea pots, which makes them a splendid seller. Up to the present they have been unable to keep a reserve stock, orders are coming at such a rate.

The McClary Manufacturing Co., London, have furnished us with a handsome catalogue of their lines of enameled wares. The catalogue is certainly a credit to the makers of the goods, and also to the printers, as it shows an exact facsimile of the colors and mottle of their lines. The McClary Co. say that their experience has been a success from the start, and that their goods are as good as any made in the United States or Germany. Every piece is guaranteed to be perfect. A copy of this catalogue will be mailed to any address on receipt of a card by the McClary Manufacturing Co., London, or any of its branches.

The numerous city wheelmen who have visited J. & J. Taylor's showroom at the factory, corner Front and Frederick streets, Toronto, have been delighted with the appearance and general excellence of the "Dayton" bicycle, there on exhibition. This wheel is exciting much comment among riders, and J. & J. Taylor say prospects are very encouraging for a large trade in these wheels this season. Anyone, whether desirous of purchasing, or merely wishing to examine, is welcome to inspect the "Dayton" at the above address.

UNITED STATES MARKETS.

NEW YORK, Feb. 28, 1896.

PIG TIN—Publicly there was to-day the first display of active speculative interest that has been made for some time past. That is to say, the monotony of bare blackboard on 'Change was broken by the record of two sales—one of 5 tons and one of 20 tons, both for March delivery and at 13.40c. The dealings were between regular traders, however, and evidence was wanting of any outside interest having been attracted to the market. Outside of speculative circles business was of much the same general character as for some time past and only fair in amount, yet sufficient to take up an amount of tin nearly or quite equal to the arrivals. To-day 200 tons came to hand, making a total of 875 tons thus far this month. Although London sent slightly lower cables, prices here held quite steadily. Early deliveries were at 13.40c., 'Change

terms, and 13.50c. f.o.b. for good sized lots and 13.55 to 13.60c. for small quantities in the outside markets.

COPPER—The market gained a decidedly strong tone. Limits of prices that producers have been holding out for were paid, and there seemed to have been more sellers than buyers at those figures at the close. The Calumet and Heckla Co. sold more or less extensively at 11c., as did other Lake Superior companies, and both home consumers and exporters were buyers. That price was subsequently refused by some companies. Electrolytic is up to 10½ to 10¾c., with liberal business thereat, and some holders asking up to 11c. Casting stock is now quoted at 10¼ to 10½c., and sales of considerable amount were reported at the inside rate.

SITUATIONS WANTED.

AS **HARDWARE SALESMAN** or Bookkeeper.—Long experience, highest references; young man. "BRIGHT," care **HARDWARE**, Toronto, Ont.

WANTED—**POSITION AS TRAVELLER**, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," **HARDWARE AND METAL** office, Toronto.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

TO WHOM IT MAY CONCERN:

Gentlemen.—The National Ore and Reduction Company is looking up a suitable location, accessible to water and railroad shipping facilities for the Chemical Refining and Refining of Bauxite, Copper, Nickel and Cobalt, Silver, Lead and Gold ores, and the manufacture of Aluminum, Nickel Alloys and Chemical Composites.

We hereby propose to erect a 40-ton daily capacity Manufacturing Works at your town on provision that your citizens donate to the National Ore and Reduction Company a 5-acre building site, title to be given when the Works is ready to turn on steam, and to raise one-third (1/3) of the necessary amount of money by subscription to cover the expenses of erecting the buildings and machinery, which will cost, net figures complete \$5,500, not exceeding \$6,000.

This money is not asked as a donation or as a gift, but as a subscription to the Treasury Stock, par value \$10 per share; said Treasury Stock to be redeemed within one and two years time by the National Ore and Reduction Co., paying the subscriber or holder of said stock from date of issue six per cent. interest, payable semi-annually, but the reason this proposition is made is; because there is no stock for sale in this Company, but to enable you to have these Works located there, which will employ not less than 20 to 25 men directly at the Works per day, and 50 to 55 more indirectly on and around outside the Works.

We—the National Ore and Reduction Company—hereby agree to issue from our Treasury Stock the necessary amount, not to exceed one-third (1/3) actual cost of plant, and redeem the same at six per cent. interest per annum, as per above agreement.

Representative Wanted.

National Ore and Reduction Company

415 Locust Street

ST. LOUIS, MO.



"BLUE FLAME"

Oil and Gasoline Stoves . . .

We have the largest assortment of these goods in Canada, from 15 different makers. Send for catalogue of the "BLUE FLAME" stoves. English, French, German, American and Canadian.

The THOS. DAVIDSON MFG. CO. Ltd., Montreal

PIG LEAD—A larger business was effected, chiefly for out-of-town account, and the market gained additional firmness in tone. Lots, from single carload to 100 tons, were sold at 3.25c. delivered here and at corresponding rate delivered at other point. At the close 3.25c. seemed to have been the inside rate. London cable to the Metal Exchange was £11 8s. 9d. for soft Spanish.

SPELTER—The leading sellers are quoting about 4.15 to 4.20c. for ordinary Western brands, and outside lots do not appear to be obtainable at much, if anything, under 4.10c. There is more demand for lots of a carload or two, in this quarter, but little call for larger quantities. Western reports, however, indicate that there is more business there. London cable to the Exchange quoted £14 18s. 9d. for good merchant brand.

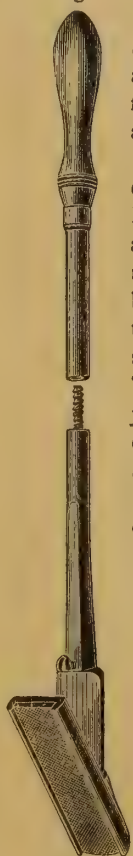
ANTIMONY—Demand is somewhat better, but not sufficient to carry prices for wholesale lots above 7¼ to 7½c. for Cookson's, 6½ to 7c. for Hallett's and 6¾ to 6½c. for Japanese.

TIN PLATE—Demand shows no improvement, and, outside of ordinary distribution in a jobbing way and small contracts for future deliveries of cokes, there is little business. Prices remain without important change.

IRON AND STEEL—The various branches of the market remain without radical change. All told, business is fair, but dealings are mostly common place and at former prices.

ADJUSTABLE HORSE-TOOTH FILE.

A handy and convenient horse-tooth file is being offered the trade this spring by Lamplough & McNaughton, St. Sulpice street, Montreal. They are the selling agents in Canada for the Union Manufacturing and Plating Co., of Freeport, Ill., who are the manufacturers of "The Union Adjustable Horse-Tooth File." Its great advantage over ordinary implements of the kind is that it can be used as an ordinary float or the head may be allowed to swing back and forth on a pivot. The list price for polished jointed handles is \$18 per dozen, and for nickel-plated ditto, \$21; extra files for above, \$3. Discounts can be had on application to Lamplough & McNaughton, St. Sulpice street, Montreal, and mentioning **HARDWARE AND METAL**.



GOLD DEPOSITS.

Mr. Robert H. Ahn, manager of the Dominion Gold Mining Reducing Co., of London, whose mines are in the Lake of the Woods district, is in Montreal. He states that the ore is rich,

and that the deposits are of a superior kind, and that it is no uncommon thing to find gold milling at a rate of \$16 per ton, whilst indications are that four times this amount will be milled. He considers that if Canadians would go more fully into preliminary prospecting, sufficiently so to show absolute results, there is unlimited capital now in England ready for investment. Investors, he says, will only buy working mines, and won't entertain prospects.

OIL AND GASOLINE STOVES.

The wonderful "New Process" Blue Flame oil stove, manufactured by Standard Lighting Co., Cleveland, O., is made in 2, 3 and 4-burner, and has a powerful blue flame absolutely odorless. With this oven it is possible to cook as perfectly and quickly as in any coal, gas, or gasoline range. The reservoir, being away from the fire, is always kept perfectly cool and leaves no danger of explosion. Cost of operating this stove is brought to a minimum; 1 gallon of oil will run each burner 22 hours.

The Thos. Davidson Mfg. Co., Ltd., Montreal, who have been appointed sole agents for Canada for these goods, report having already had a big sale in this line.

Mr. Mulock's bill introduced into the Dominion House, fixing the legal rate of interest at 4 per cent., has been defeated.

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

TRULY WONDERFUL

WATER-PROOF

INDURINE

TRADE MARK

COLD WATER PAINT

Cheap, durable and easily applied. Can be used by anyone on any surface, and by its chemical nature at once producing a flexible enamel finish which is indestructible and cannot be washed off.

WM. HALL, Sole Manufacturer

VICTOR KAFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

ALL TINTS

A substitute
for . . .
Oil Paint
and . . .
Whitewash

Fire-proof and
Weather-proof
An excellent
Disinfectant

ALL COLORS

TRADE CHAT.

THE Dougall block, Windsor, containing three large stores, just west of the Crawford house, has been purchased by Col. Leys, of London, for \$32,000.

There is a movement on foot at Bothwell for electric lighting and a system of water-works.

The first carload of oil was shipped to Petrolia last Friday from the Gatling oil well. All the other oil wells are booming.

J. W. Skinner, representative of the John-son Electric Light Co., of Toronto, is in Guelph putting in a two-horse-power motor in Jackson & Co.'s, Coffee's block, Upper

Wyndham street. This motor will be used by them in their repair shop.

Mr. Joshua Peters, manager of the Record Foundry and Machine Co., Moncton, is slowly improving from a serious illness.

Letters-patent have been granted, incorporating the Credit Forks Mining and Mfg. Co., Ltd., and the Hub, Spoke and Bent Goods Co., of Sarnia, Ltd.

The directors of the Hamilton and Barton Incline railway have increased the capital stock from \$40,000 to \$61,000, and will take the new stock up themselves.

The E. Cavanagh Hardware Co., Montreal, gave a delightful showshoe party and supper

to their employes and representatives of the leading wholesale hardware houses the other night at Lumkin's Hotel, Cote des Neiges. Before starting, at 8.30, from Mr. Cavanagh's residence, the snowshoers enjoyed the hospitality of Mrs. Kavanagh, who furnished refreshments.

Williams & Simpson (the St. Thomas Manufacturing Co.) find that the location offered them in the Cochrane works will not be suitable, and have finally decided to move to London.

Messrs. Wortman & Ward, iron founders, London, have inquired of St. Thomas as to what terms will be given them if they remove there. They will employ, they state, 40 hands.



A charming— creation

of the printer's art, enclosed in an original and handsome lithograph cover, will in a few weeks be issued from the office of THE HARDWARE AND METAL MERCHANT. This will be our

Special Spring Trade Number

and will be of greatest interest to the hardware trade, both wholesale and retail.

Applications for advertising are now being filed. If you want extra space, remember the old saying about "the early bird."

FORMS CLOSE APRIL FIRST

AN EYE FOR BUSINESS.

EVERY country town of any importance is constantly having accessions to the population from outside, says Stoves and Hardware Reporter. The live hardware and stove dealer will endeavor to keep track of all the new-comers to the place, and will seek their trade from the very start. Of course it is to be supposed that the merchant is advertising regularly in the local weekly or daily papers, but supplementary means may also be employed to attract the attention and trade of the new residents. It would be a good plan to send them a neat circular or, still better, a personal letter, telling them that you should like their trade and mentioning perhaps some of the particular lines of goods you think they may be interested in.

In writing to the head of a family which has just moved into the town or city, it would be well to mention some of the best known people living in their locality whom you count as customers, and whom you feel assured would speak a good word for you. If you call especial attention to your stoves, name some of the neighbors of the people to whom you are writing, who are using them. This personal solicitation will undoubtedly have the desired effect, and even if the family thus addressed may not need anything in your line immediately, they will be likely to come to you when they do, as

the impression produced upon their minds by such a method will prove a lasting one, and the first store brought to their attention upon their arrival will be the one that will suggest itself when they desire to make a purchase. Of course, every new merchant, in other lines, should be seen personally by someone in connection with the store, and when a carpenter or other mechanic opens an establishment a visit by the proprietor himself should be made, and every legitimate effort made to influence his trade in your direction.

Keep your eye open for the new-comers. Scan the local columns of your papers for them, and ask your customers from time to time if there are any new residents in their locality. Keep a little book for the names and addresses of the new-comers and see that they get a hearty welcome from you.

AN OPINION ON WINDOW DISPLAYS.

A MAN experienced in hardware window arrangement gave the following expression of his views to a representative of Stoves and Hardware Reporter, St. Louis. He said: "It is only necessary for me to glance into the windows of some quite prominent stores to know that my views are not shared in by everybody, but I do not believe in making the window a medium for showing samples of everything in stock, regardless of the amount of space or effective display.

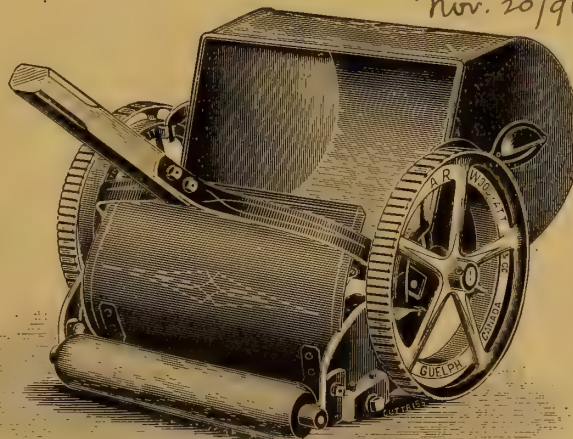
The window should have a higher office than to merely proclaim to the passers-by that the store sells builders' hardware, and tools, tinware, etc., etc. Everyone knows about what can be found in a hardware store, but he does like to be posted regarding the new things on the market. Display the new things every time. I was passing a store the other day and noticed the entire side of the window taken up with a display of cheap bronze escutcheons. No one is attracted by such a display. If the dealer had any new or attractive design in builders' hardware, they could well be given a prominent place in the window, and care taken to show them to the best possible advantage, but an extensive exhibition of such ordinary goods can be of no possible interest to anyone. I cannot say that I approve of extensive displays of tinware in a window, except for the purpose of advertising a special sale. It is hard to lay down any hard and fast rules for hardware window arrangement, owing to the large variety of goods handled and the differing requirements of the trade according to the locality in which the store is located. The window dresser, of all men, must be able to put himself in the place of the people who can see his windows and make his displays embody features with which he, as a possible purchaser, would be most impressed."

The Wallaceburg Glass Co. has been incorporated.

THE WOODYATT

LAWN MOWER

EVERY
MOWER
FULLY
WARRANTED



MADE
FROM
BEST
MATERIAL

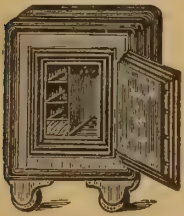
Grass Box will fit 1895 or 1896 Pattern

Sold by all the Wholesale Trade of Canada.



**BEATTY, BLACKSTOCK, NESBITT,
CHADWICK & RIDDELL**
BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and
Church Streets,
TORONTO, ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto
R. G. Dun & Co., (Mercantile Agency,) etc.



**Champion Fire and
Burglar-Proof Safes . .**

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P. Q.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

25 cents

to any address on receipt of

HARDWARE AND METAL, Toronto

**NORTHERN
ASSURANCE COMPANY**

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

**Central
Business
College**

TORONTO AND STRATFORD.

Two great business schools under one management.
Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



**THE
Eureka Refrigerator,**

PATENT.

Manufactured by the
**Eureka Refrigerator
Co., of Toronto.**
54 Noble St.

Wilbert Hooey

Manager

This cut shows our grocer
refrigerator in three sizes.

We also keep in stock a
large assortment for family
use.

Send for Catalogue.

DON'T WANT CUT SKINS.

The Montreal hide dealers have requested
HARDWARE AND METAL to insert the following circular, which is of interest to country
hide dealers :

MONTREAL, Feb. 19th, 1896.

SIR,—We, the undersigned hide dealers of the city of
Montreal, beg to call your attention to the great loss sustained by the trade on account of the bad skinning of the
Montreal slaughter calfskins.

Our experience shows that of late years Montreal calfskins have classified as follows:

- 20 per cent. No. 1.
- 60 per cent. No. 2.
- 20 per cent. No. 3.

The carelessness shown in the skinning of the calves has had a depreciating effect in the values of Montreal calfskins and which has brought them into disfavor with the tanners.

We consider it our duty in the interests of the butchering and tanning trade to try and remedy this evil, and to that effect give you notice that, from 2nd March and until further notice, our price for No. 1 calfskins, that is, skins free from cuts or scores, will be 7c. per lb.; for No. 2 calfskins, that is, skins with cuts or scores, will be 5c. per lb.

Skins badly cut will be refused.

Signed: James Price, C. Galibert & Fils, A. Goyer, John Price & Son, J. Quevillon, F. Leroux, Pierre Claude, A. Bissonnette.

IRON FROM THE SOUTH.

The tabulated statement of the distribution of pig iron produced by the Tennessee Coal, Iron and Railroad Co. in Alabama, compiled recently by James Bowron, secretary and treasurer of the company, brings into prominence, says American Manufacturer, several characteristic features of the southern iron trade which are not generally known. Even with the steady growth of the manufacturing interests of the south, its iron industry is still chiefly a producer of crude metal which serves as a raw material for more advanced branches of manufacture in other sections of the country. There is a smaller local market for southern pig in the large iron centres of the north and west. Mr. Bowron's statement shows that the 224,634 tons of pig iron produced by his company in 1888 were shipped to 30 different states, over one-quarter of it having gone to Ohio, which state, with Missouri, New York, Kentucky, Michigan, Illinois, Alabama and Tennessee, took the bulk of the company's product.

During the year ending June 30, 1895, the Tennessee Coal, Iron and Railroad Co. distributed a product of 572,910 tons of pig iron among 39 states, and also made shipments to Canada, Mexico, England, Nova Scotia and Italy. The larger part of the product went to the same states that figured as the chief consumers of southern pig iron in 1888, while the proportion of the output consumed in the south increased very largely between 1888 and 1895. In 1888 Alabama, Tennessee and Kentucky took 48,782 tons out of a total shipment of 224,634 tons; while in 1894-5 these states consumed 167,798 tons out of a total of 572,910 tons—showing an increase in the home consumption of southern pig iron from about 21 per cent. in 1888 to about 29 per cent. in 1894-5.

**WE MAKE
THE
STOVE PASTE
OF THE
CENTURY**

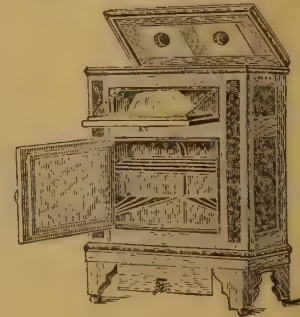


The Scientific

Looks Well, Sells Well, Shines Well and Keeps Well.
Ask your wholesale house for it, or write us for prices.

SCIENTIFIC VARNISH MFG. CO.
Toronto, Ont.

"Aubin's" Patent Refrigerators.



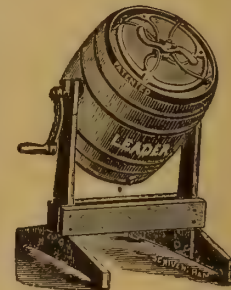
Do you want
to handle "the
best" Refrigerators on the
market? Send
for Catalogue
and Price List.

C. P. FABIEN

3167 to 3171 Notre Dame St.

MONTREAL.

**LEADER
CHURN**



Our
Churns
for this
season
are first
class in every
respect
well bound
with six
hoops and
thoroughly dry.

WRITE FOR PRICES.

DOWSWELL BROS. & Co.

Hamilton, Ont.

Fencing Pliers



**THEILE & QUACK'S
FORGED STEEL
FENCING PLIERS.**

From all jobbers.

Get them and you get the best.

LAMPLOUGH & McNAUGHTON

SOLE AGENTS - MONTREAL.

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASCOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Alexander Macpherson & Son

Barb Wire, Plain Wire,
Pliers, Green Wire Cloth,
Sap Spouts, Babbit Metals,
Skate Sharpeners, Valves,
Skates, Harvest Tools,
Nicholson and American Files,
Cant Dogs and Handles.

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

ADS AND ADVERTISERS.

WHAT a sign board is to a store an advertisement is to a business, with this difference, that one stays where it is put and the other is a globe-trotter.

A chicken was never known to walk into a pie, and customers are as scarce in a store that takes no pains to get them there.

A dumb hawker sells but few potatoes.

An ad in a wrong place is a failure, as a fish hook would be in a basin of milk.

A stale ad is a blind cat in a barn full of mice.

When Annanias advertises, Peter and the pall-bearers are not a mile away.

A good ad in bad company suffers from its associates.

The goat with no hair on his knees is a good worker, be it at feeding or butting; and a man with no moss on his advertisement is a live and active figure in the world of business.

Judgment is necessary in the use of printers' ink, as it is in the purchase of a pair of boots—the one may drown a dollar and the other pinch a corn.

A hunter that is stingy with his buckshot gets but little venison and a parsimonious advertiser is not likely to bring down an elephant with a cat-gun.

An ad that says too much is likely to find its mouth too small for the melon it raises.

"Plenty of business and no need to advertise" is an old cry and is a policy akin to that of the farmer, who, looking at a basket of eggs, made a pie of the old hen.

Expecting too much of an occasional ad is like looking for a dinner in the skin of a small potato.

An ad that shows signs of a begrudged dollar, never picks up a better one.

A blind and injudicious advertiser is apt to invest in a dry cow and pays for milk he never gets.—Wor Doow, in Age of Steel.

GOLD IN INDIA.

It is not many years since the gold industry of India, says an English exchange attracted much attention in this country. Since the modern development of gold-mining in Mysore, the Transvaal and West Australia have eclipsed the yield of South India, or at least it has distracted attention from that interesting field of enterprise. At the same time India has been progressing in a manner which under other circumstances would have been regarded as most important. In six years the production has increased nearly 145 per cent., as is shown in the following figures:

Year.	Ounces.
1890.....	104,932
1891.....	130,137
1892.....	163,140
1893.....	207,135
1894.....	200,729
1895.....	249,355

From the starting of the industry, in 1884, the Indian mines have yielded gold to the value of £4,700,000.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

Brushes

SPRING 1896.

NEW LINES NEW PRICES NEW GOODS

New catalogue now in press, ready about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine

The Best Wall Coating on the Market.

Sold by Paint and Hardware Dealers everywhere.

New Advertising Features this Season.

150 Newspapers
Educating the People.

Order Now.

Invoices dated April 1st.

Our Travellers now on the Road.

THE ALABASTINE CO., LTD.
PARIS, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

TRAD E shows some improvement at outside points, but no contracts of any importance have been reported for some time.

* * *

CHICAGO'S PLUMBING ORDINANCE.

The plumbing ordinance which was passed by the City Council of Chicago in December was amended by another ordinance passed on the 17th inst. The new measure corrects some errors in the old one, and also makes a few changes desired by the Chicago Master Plumbers' Association. The former ordinance provided that the chief inspector of the Health Department should conduct the examinations. The new measure directs that they shall be conducted under the supervision of the Health Commissioner, the chief inspector not being a city official. Applicants for licenses must be 21 years of age and master plumbers. They shall pay a license of \$30 per annum for each establishment they maintain. The application for license shall be accompanied by an approved bond in \$3,000, indemnifying against damages occasioned by negligent or unskilled work or for failure to comply with all regulations of the Departments of Health and Public Works. The rates for examination shall be made by the Commissioners of Health and Public Works, and an expert practical plumber shall examine the applicants.

* * *

A PLUMBER'S BILL.

London is a great city. There are also great plumbers there, and the schemes suggest a hidden greatness. We are reminded, remarks Plumbers' Trade Journal, when we present the following version of a recent case in the London police courts, of the fact that it frequently happens that while we are striving to do others, they are quietly working us. The proprietor of a restaurant employed a journeyman gas-fitter to do "a little job of moving a gas pipe," as he told it in the court. His reasons for employing the journeyman gas-fitter were, as he claimed, for charity's sake, with the belief as a side line that a regularly licensed master plumber and gas-fitter would present too large a bill for the work. The charity idea emanated from the fact that the poor journeyman seemed real hungry and destitute looking, and by letting him do the work which might save the restaurant a large bill, they would literally cast bread upon the waters. The restaurant proprietor stated on the stand that the journeyman could have done the work in an hour, but instead made it last two days, during which time he was given his meals at the restaurant. At the finish he was also paid seven shillings and seemed quite content. The next day he showed up and demanded seven shillings and six pence more, which was denied him and the journey-

man brought suit for the amount. A judgment was rendered in the court for the gas-fitter, the commissioner saying: "You employ a man who is to your own showing an idle fellow and you expect to get the work done cheap, but now you don't want to pay for it. Pay him his seven shillings and six pence and put it down to charity." There are a great many restaurant keepers on this side of the water all just as charitably disposed as this London man.

* * *

A METHOD THAT NEVER FAILS.

Another plumber has succeeded in finding a gas leak with a light. Hunting for gas leaks with a light is certainly a method which never fails if the leak amounts to much. According to the alleged funny paper's version, the public is really afraid of two things only. One of these scare-headed subjects is a gas bill and the other is a plumber's bill. Now for the sake of the profitable manner in which a lesson learned by taking a joke seriously may be applied in this case, plumbers and gas-fitters ought to take it for granted that a customer has chosen what he takes to be the lesser of two evils when he sends for a plumber to stop a gas leak. Looking at it in that light he will at once conclude that a leak does "amount to much," and therefore will leave his flint and tinder box behind when he crawls in to see where the leak is. The number of gas explosions which have occurred in the past few months as the result of people looking for leaks with lights in their hands is alarming. Let the reader of this, whether he be a plumber, a gas-fitter or a private citizen, resolve that he will hereafter be absolutely certain that there is no danger of an explosion before he carries a flame of any kind into a room, cellar or inclosed place of any sort where a gas leak is suspected.

The accident which suggested these lines happened in the cellar under a cigar store, in Newark, N.J. The fitter, after lighting a gas jet in the cellar, and finding that no explosion took place from that, deliberately walked over and poked a light into a hole in the foundation wall, through which he suspected the gas was coming from the street. At least, that account of the accident is given by reliable authority. Fortunately, the only one seriously hurt in the explosion was the wooden Indian in front of the cigar store, who, it is said, lost his head.

* * *

NATIONAL PLUMBERS.

The National Association of Plumbers boast that they are going ahead very rapidly. At their quarterly meeting the other day at Hull, the secretary stated that in eight months they had gained as many as 350 "spontaneous" members. I should like to know whether any ironmonger-plumbers

have been allowed to join, and how many of these have applied and been rejected? If the National Association means what it says, I think it would be wise to accept all ironmongers who employ operative plumbers and do plumbing work.—"Vulcan," in Ironmonger.

* * *

OBSERVATIONS AND EXPERIENCES.

Since the custom of exposing water and drain pipes in plumbing work when practicable has become popular, says Sanitary Plumber, plumbers have given more of their time than they formerly did to the feature of original and artistic arrangements of the pipes and fixtures used in plumbing work. Progress in this direction is notable in almost every bathroom of recent construction. In this step the plumbers and manufacturers of plumbing goods have assumed their proper positions—one which they have long been held accountable for in a sense, but which has really until of comparatively recent date been occupied by plumbers' carpenters. By this I mean the general tendency in the direction of the finishing of plumbing fixtures proper at the factory, and the complete installation of them by the plumber in routine work, to the exclusion of the carpenter and his obnoxious wood work. In former days much of all that was beautiful in the way of plumbing in bathrooms depended upon the carpenter's skill in casing the fixtures, but now the skill of the plumber is displayed in the visible part of his work sufficiently to soon prove whether or not he is skilful and neat; while before his best work was hidden—a cause which often resulted in him being denied just commendation, simply because his patrons could see nothing to commend.

* * *

NOTES.

Alex. Milne, plumber, London, has called a meeting of his creditors.

Jerome Lecompte, Fils & Cie., plumbers, Montreal, have dissolved, and a new partnership has been formed composed of Jerome Lecompte, Gaspard Lecompte, and E. Lecompte; style unchanged.

R. Sampson, plumber, Quebec, is starting a bicycle factory.

A large addition will be built to Rockwood Asylum during the coming summer.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

* Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

TIN ROOFING.

IN every locality where tin roofing has been done, says Metal Worker, there has always been a complaint that the profits were not in proportion to the labor expended. The season for this class of work will soon open, and it is quite probable that it will find the roofer in many cases very anxious to get work, with a bank account which is very much depleted by a winter's idleness. This condition of affairs is very likely to result in sharp competition that will leave very little profit for the successful bidder. The man who secures a contract is looked upon by those who have bid and lost as being particularly fortunate. When the work is completed, however, and the bills all paid, he oftentimes finds out that he is the most unfortunate of all the bidders. This could not be the case if all who bid were careful in their methods of calculating the cost. It is too frequently the case that the man who has figured in all the expenses finds that the contract is awarded to some bidder at a price which is below what he has considered is the actual cost without any profit. Where a certain brand of tin is specified and used and the average workman employed, there is no room for a great variation in the actual cost of work. Nevertheless, many bidders fail to include the cartage from the station and the time spent in handling the tin before it is prepared for the roof; neither is there a sufficiently close account kept of the time spent in preparing it for use. In getting the tin to the building and in going back and forth the work is often greater than has been counted in the lump sum, which has been guessed at as sufficient to cover the cost of the labor. Solder, nails, cleats, the wear and tear of tools and the loss of some tools also should be considered as part of the cost of each roof. If all of the men who make a specialty of this line of work were to meet together and devise a method of computing the cost of standing seam roofs, flat roofs, valleys and gutters, also what incidental expenses should be in every case considered a part of the cost, there would be less dissatisfaction with the competition in any locality. When the roofers arrive at the cost of a given piece of work by exactly the same methods, it becomes a question of who is satisfied with the least profit for doing the work, and leaves room for some salesmanship to be displayed. The reputation of an old established house would also have some weight. It would be well for our readers to be very careful in their calculations of cost, and to spend some time in explaining the benefits to be derived from good workmanship, before they quote a price on work during the season which is about to open. If this is done there can be but little doubt that the profits attending their work will be more satisfactory.

THE WEIGHT OF SOOT.

The soot ejected by a smoke stack weighs more than is commonly supposed. The stack of a German sugar factory has been provided with a soot catcher. Six days afterwards the soot was removed, and it was

found, that during the time 6,700 pounds had accumulated. The stack of such a factory is estimated to throw out during the period of the year during which it is in operation the enormous quantity of 200 tons of soot.

Best Varnishes

TIN PLATE

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Makers' Agents for

Lydbrook, Allaway's
Dominion, and other brands.Enquiries for IMPORT orders solicited.
CUTLERY in Store.**A. C. LESLIE & CO.**... **MONTREAL**

Friction Pulley Board,

Roofing, Sheathing AND

Flooring Felts



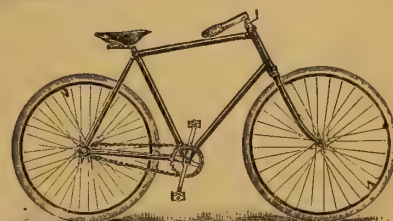
Manufactured by

THE DOMINION LEATHER BOARD CO.... **MONTREAL** ...CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0**PNEUMATICS FROM £6 9 6**

At works, London, Eng. Packed in crates free

**SPRITE CYCLE CO.,**Steam
Cycle Works**BLOOMSBURY,**
London, W.C.

BRUSHES

R

U

S

H

E

S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE chattel mortgagee is in possession of the premises of Henry Canniff, carriage manufacturer, Belleville.

N. St. Charles, painter, Montreal, has compromised at 25c. on the dollar.

Mrs. J. E. Benoit, general merchant, Arichat, Que., has assigned.

Geo. A. Hogarth, general merchant, Minnedosa, Man., has assigned.

The bailiff is in possession of the premises of E. Baines & Co., machinists, Victoria.

F. Cote, general merchant, St. Sylvere, Que., has compromised with his creditors.

James Allen, stoves and tinware, Ailsa Craig, has assigned to M. J. Irwin, London.

A. Daveluy, general merchant, Maddington, has compromised at 50c. on the dollar, cash.

The general stock of A. Beaulieu, St. Pacome, Que., has been sold at 51½c. on the dollar.

John Mahoney, stoves, tinware and felt roofing, Sarnia, has assigned to James Flint, of Sarnia.

James Cowan & Co., wholesale carriage and builders' hardware, London, are in financial difficulties.

John Findlay, foundry, Ste. Cunegonde, Que., has called a meeting of his creditors for the 3rd prox.

W. J. Wilson & Co., general merchants, Greenway, Ont., are offering to compromise at 50c. on the dollar.

J. E. Tremblay, general merchant, St. Anne de Bellevue, Que., is offering to compromise at 30c. on the dollar.

G. Caron, general merchant, Cap St. Ignace, Que., has assigned, and a meeting of creditors will be held 6th prox.

J. S. Atkinson & Co., general merchants, Hopewell Corner, N.B., are offering to compromise at 40c. on the dollar—4, 8 and 12 months.

W. A. Currie, general storekeeper, of Glencoe, has assigned to David Blackley, of Toronto. The liabilities of the estate are said to be in the neighborhood of \$7,000 with assets nominally the same. A meeting of the creditors will be held on March 3.

A meeting of the creditors of George Spence, postmaster, mill owner, storekeeper, etc., Uffington, Muskoka district, was held in Toronto. The statement shows liabilities and assets in the neighborhood of \$5,000. Caldecott, Burton & Co. are the principal creditors. A settlement will probably enable Mr. Spence to continue his business.

CHANGES.

Walker & Templeton are opening up in the hardware trade in Winnipeg.

J. B. & L. Charron, wood and coal, Montreal, have dissolved.

L. A. H. Hogle & Son have started a general store at Pike River, Que.

D. Russell, general merchant, Churchill, has been succeeded by J. S. Lemon.

Smith & McFarlane, general merchants, Shakespeare, have removed to Watford.

G. F. Marter & Co., general merchants, Meaford, are advertising business for sale.

Application is to be made for the incorporation of the Taylor Iron and Steel Co., Montreal.

The style of E. T. Morton, hardware, etc., Campbellford, has been changed to Morton & Owen.

The St. Thomas Manufacturing Co., makers of spring beds, St. Thomas, are removing to London.

PARTNERSHIPS FORMED AND DISSOLVED.

The Continental Twine and Cordage Co., Brantford, Ont., have dissolved.

Zinkan & Busby, general merchants, Southampton, are about dissolving.

Pelletier, Michaud & Lebel, general merchants, Fraserville, Que., are dissolving.

J. Major & Fils, general merchants, Orleans, Que., have dissolved. Joseph Major continues.

A. C. McKenzie, general merchant, Kirkfield, has admitted J. G. A. Campbell as partner.

Davey Bros., general merchants, Westbourne, Man., have admitted George Barr as partner; style unchanged.

A. Harder, general merchant, Plum Coulee, Man., has admitted D. C. Peters as partner under the style of Harder & Peters.

James H. Smith and James L. Rankin have registered a partnership to carry on business in Montreal under the style of the Montreal Locked Wire Fence Co.

E. S. Chapman and W. Chapman have registered a partnership in Brome, Que., to carry on business as general merchants under the style of Chapman Bros. Chapman, Chandler & Co., general merchants of the same place, have dissolved.

SALES MADE AND PENDING.

The general stock of D. J. Nicklin, Millbank, has been sold.

The hardware stock of J. A. Desilets, Louiseville, Que., has been sold.

The stock of R. J. Hovenden, wholesale and retail paints, Toronto, has been sold.

The stock of the estate of B. G. Kelly, tinware and stoves, Clarksburg, has been sold.

The stock of the estate of Graham & Cathcart, general merchants, Stittsville, has been sold.

The general stock of J. B. Montambault, general merchant, Batiscan, Que., has been sold at 68c. on the dollar.

DEATHS.

Thomas Mathews, general merchant, Pointe au Chene, Que., is dead.

Thomas Fraser, of Fraser Bros., machinists, New Glasgow, N.S., is dead.

FOLLOW ONE RULE.

If you undertake to do a satisfactory credit business make up your mind, says an exchange, to follow one rule: Never, under any circumstance, credit anyone of whom you have the least doubt as to his ability and intention to pay when the bill falls due. If there are any doubts in your mind either as to the party's ability to pay or good intention in making the purchase, it is well to miss the sale rather than to charge the goods. It is through allowing your best judgment to be carried away through personal or sympathetic reasons that one makes the worst mistakes in charging goods. You must handle your credits in a cold blooded, strictly business way, judging every person upon the same basis, and being more afraid of making a bad charge than you are of losing a sale. You would better lose the sale ten times over at the store than to furnish the goods to the customer and get no pay for them.

One sale made and no money received for it eats up the profits on a great many other sales, for which you may get pay.

BALL BEARINGS AND FRICTION.

It is pointed out by Dr. Coleman Sellers, says Chattanooga Tradesman, that one of the most notable examples of ball bearings, now growing in vogue, is the diminishing of the friction of the collar sustaining the hooks of a large crane. Thus, by making the crane hooks with flat washers, between which numerous small balls are placed, resting upon hardened surfaces, there seems to be no difference between the friction of rest and the friction of motion, and hooks heavily loaded are turned with remarkable ease; in fact, the use of balls distributed over plain surfaces is becoming a settled practice, there being no basket or grooves to separate the balls, as the latter are allowed to move at their own tendency, that is, in whatever may be their inclination. As to the size of the balls adapted to different purposes, various experiments show interesting results. In the case of hooks for cranes carrying about fifty tons, between 250 and 300 balls, each of three-eighths inch diameter, are scattered between the flat plates, on the assumption that the more points of contact the more lasting the belts; but some tests made with balls of different sizes, and motion kept up under loads to determine their durability, favor larger balls and fewer of them.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAICKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO. AGENTS AND MANUFACTURERS

536 To 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.

Thos. Forrester, 298 St. James Street, **Montreal**
 Manufacturer of Rubber Goods and Weather
 Strip of all kinds.

FOR IRON FENCING
BANK AND OFFICE RAILINGS

and all kinds
 of Iron and Wire
 Work, address

**Toronto Fence and
 Ornamental Iron
 Works**

73 Adelaide St. W.,
 Agents Wanted. **Toronto**

DEDERICK'S PATENT STEEL SHELL
HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-
 lasting, and competition distanced.



Also all styles of Bale Ties made from the Best
 Steel Wire. A full line of repairs for Dederick's
 presses always on hand.

Manufactured by **ROYD & CO.**, Huntingdon, Q.

WE HAVE NO LONG YARN
TO TELL YOU!**UNICORN
MIXED PAINTS**

Told it all years ago by

PRACTICAL RESULTS

This is the Best Mixed Paint manufactured in America.

A. RAMSAY & SON, - **Montreal**

ESTABLISHED 1842.

CUTLERY**H. BOKER & CO.****Pen Knives** in large varieties

ALSO

SCISSORS AND RAZORS**RICE LEWIS & SON, Ltd.,****TORONTO**

IT IS MOST UNJUST.

ONE of the greatest injustices practised upon liberal advertisers is by dealers who try to palm off other goods upon customers as something "just as good." The reason for such irregular, not to say dishonest, action is usually traceable to the fact that the dealers who practise it are anxious to substitute something upon which they realize a larger profit, and which is generally much inferior. Such a practice simply amounts to robbing the enterprising advertiser, after he has, in many instances, spent a fortune in placing good goods properly before the public, and The News takes this opportunity to warn its readers against all who so attempt to impose upon them. It is neither fair nor honest dealing, and those who descend to such practices are seldom worthy of public confidence. The very fact that a certain article is inquired for should be accepted as sufficient evidence that it has won a place in the public esteem, and, instead of trying to belittle it or substitute something else for it, an honest, up-to-date dealer will take steps to add it to his stock.

But this is not the worst of it. The dealer who stoops to such practices also deceives and injures his customers, in numerous instances, by inducing them to accept something much inferior to the article which they desire to purchase. In a very large majority of cases, goods which have pushed their way to the front, through liberal advertising and sheer merit, are the very best and most satisfactory of their class, while the "something just as good," which lies molding upon the dealers' shelves has failed to acquire a reputation, because of general or special unfitness and unworthiness. It is natural for dealers with elastic consciences to try to work off goods upon which they have been "stuck" by substituting them for those through which their neighbors have acquired a reputation and made money. This fact, however, does not detract from the dishonesty of the practice. Many customers place implicit confidence in the judgment of those with whom they trade, rendering imposition comparatively easy. Such imposition, however, is an insult which should be promptly resented. Any self-respecting customer would be justified in walking out of a store the proprietor of which tried to sell him something he did not want for something he did, and never afterward returning.

It is a well-established fact that the only articles placed before the public which have established a permanent reputation and given general satisfaction through actual merit are those which have been extensively advertised. Such being the case, unscrupulous manufacturers cannot afford to invest their money in advertising their goods which are inferior, or wholly without merit. It is always safe to presume that the man who is spending large sums of money in advertising his goods knows that they are all that is claimed for them. If the reverse were true, he would be running the risk of losing all he spent in placing them before the public.—
 Detroit Evening News.

1875. **COVERT'S** 1896.

Our **TRIUMPH Snap** with flat spring, and **BANNER Bolt Snap** with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
 St. John, N.B.

A. ROOT, LYN, ONT.

Manufacturers of **DRY AND LIQUID
 WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.

**The Saint John Bolt
& Nut Works**

ALEX. RANKINE, Proprietor
 St. John, N.B.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "**C.I.F.**" THREE RIVERS
 PLANTS AT

Radnor Forges, Que. Three Rivers.
 Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
 Managing Director and Treasurer

**"JARDINE"****TAPS AND DIES**

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Any one wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Feb. 28, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X.	6 50	
I.X.X.	7 75	
I. R. & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 75	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
D.C., 12½x17	6 75	7 00
D.C.	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.		
Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
14x60,		
14x65,		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
26	0 06	
28	0 07¼	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price,	1 70
Refined	2 35	2 65
Horse Shoe	2 60	2 75
Band		2 20
Hoop		2 20
Swedish	4 00	4 25
Sleigh Shoe Steel		2 50
Tire Steel	3 00	3 25
Machinery	2 75	3 00
Cast Steel, per lb	0 10½	0 11
Russian Sheet, per lb	2 00	2 25
Tank Plates, 1-5 and thicker.	4 50	5 00
Boiler Rivets		

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ inch	2 35	
¾ inch and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24	2 25	2 35
26	2 35	2 45
28	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 37½ p.c.; ½ to 1¼ in. 65 and 10		
1½ to 2 in. 70 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—		
16 to 24 gauge, per lb.	Per lb.	Per lb.
26 gauge,	0 04½	0 05
28	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge,	0 04½	0 04½
28	0 04½	0 04½

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
1½	4 75	
5-16	4 00	
¾	3 75	
7-16	3 35	
¾	3 25	
9-16	2 85	
¾	2 75	
Trace, per doz. pairs.	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per		
doz. yards.	0 13	0 50
Jack chain, double, per doz.		
yards	0 15	
Jack chain, brass, single, per		
doz. yards.	0 20	1 0

Copper.

English B. S., ton lots	0 11¾	0 12
Lake Superior.	0 11¾	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
round and square		
1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16		
oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16		
oz., irregular sizes	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per		
pound, and tinning and half planishing 3		
cents per pound.		
Planished and tinned, 14x48		
and 14x60	0 26	0 27

1x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
35 to 45	0 15	0 15½
50 lb. and above,	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 22
27 to 30	0 21	0 23
30 and up.	23	26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04¼	0 04½
Domestic	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks.	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾
Sheets, 3 to 6 lbs., per sq. ft.,		
by roll.	0 04¼	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard	0 12½	0 13
No. 2	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

White Lead.

Pure, Assoc. guarantee, ground in oil,		
25 lb. irons	0 12½	\$4 75
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
Decorative	5 75	
No. 1	5 10	

(f.o.b. Halifax, St. John, Montreal, Toronto. James genuine. 5 75 No. 1 5 25)

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.	1 00	1 05
Second qualities, per gallon.		0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams		1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Green	0 09	
Chrome	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per	1 35	1 40
cwt. per gallon.		
Yellow Ochre (J.F.L.S.), bbls.	2 75	
per cwt.		
Yellow Ochre (Royal), per	1 10	1 15
cwt.	1 80	1 90
Venetian Red (best), per cwt.	3 00	3 25
English Oxides, per cwt.	1 75	1 90
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
Umber	0 09	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra	0 90	
Brown Japan	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 54	0 55
Boiled, per gal	0 57	0 58
Freight allowed.		

Turpentine.

4 to 9 barrels	0 45	
1 to 4	0 46	
Freight allowed.		

Castor Oil.

In cases, per lb	0 06½	
Small lots	0 06¾	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51
-------------------	------	------

Glue

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Coopers	0 16	0 18
Strip	0 19	0 20
Al clear		0 09
Liquid Glue—F. LePage's, discount 20 to 25		
per cent off list; Munns, discount 25 to		
30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.		
B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent.		
Amer.		
Central Fire Cartridges, pistol sizes, Dom.		
30 per cent.		
Central Fire Cartridges, Sporting and Mili		
tary, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer.,		
net list. B. B. Caps, discount 45 per cent.,		
Amer.		
Loaded and empty Shells, "Trap" and		
"Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's		
Best thick white felt wadding, in ½-lb		
bags	1 00	
Best thick brown or grey felt wads, in		
½ lb. bags	0 70	
Best thick white card wads, in boxes		
of 500 each, 12 and smaller gauges	0 99	
Best thick white card wads, in boxes		
of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes		
of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000		
each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000		
each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000		
each, 8 gauge	0 2	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M	
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 60 to 86½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 60 to 60 and 5 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascotte, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 45 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each.	5 00	7 50
------------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City, "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 70 per cent.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00*	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 to 30 per cent.		
-----------------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.]

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

Per doz	90	1 75
---------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foot's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foot's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40
----------------------------	------	------

GLASS.

Size United Inches	Window. Box Price.		Star.	Double Diamond.	
	Per 50 ft.	Per 100 ft.		Per 50 ft.	Per 100
14 to 95	1 20 to 1 30	2 30 to 2 50	.....	.....	.....
25 to 40	1 40 to 1 45	2 60 to 2 70	2 10	4 35 to	4 45 to
41 to 50	2 90 to 3 10	.....	4 70 to	4 80 to
51 to 60	3 20 to 3 40	.....	5 00 to	5 10 to
61 to 70	3 50 to 3 80	.....	5 30 to	5 40 to
71 to 80	3 80 to 4 05	.....	6 00 to	6 10 to
81 to 85	4 65	.....	6 95 to	7 05 to
86 to 90	5 45	.....	7 35 to	7 45 to
91 to 100	8 30 to	8 40 to
101 to 105	10 75 to	10 85 to
106 to 110	12 65 to	12 75 to
111 to 115	14 95 to	15 05 to
.....	17 00 to	17 10 to

Pilkington.

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.		
Hay knives, spear point, L or T handle, 60 per cent.		
Lightning, per doz.	6 50	8 40
Heath's, 52½ p.c.		

LADLES.

Melting, per doz.	1 70	4 50
-------------------	------	------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50

Cabinet.

Eagle, dis. 40 to 42½ p.c.		
Padlock.		

English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17½ p.c.		

MAILETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each.	1 60	2 00

MATTOCKS.

Canadian, per doz.	8 50	10 00
--------------------	------	-------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.		
------------------------------------	--	--

MINCING KNIVES.

American, per doz.	0 42	2 35
--------------------	------	------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.		
---	--	--

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—		
Basis .50 to 60 dy.	2 60	
30 dy.	2 65	
20, 16, and 12 dy.	2 75	
10 dy.	2 80	
8 and 9 dy.	2 85	
6 and 7 dy.	3 00	
2. American pattern only—		
From 4 to 5 dy.	3 20	
3 dy (lath).	3 60	
3. Canada pattern only—		
From 4 to 5 dy.	3 10	
3 dy (lath).	3 50	
3 dy, A. P. line.	4 20	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.		
Wire Nails, 70 and 12½ p.c. ; 3 per cent. cash delivered in lots of 10 kegs or more.		
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
----------------------	------	------

NAIL SETS.

Square, round, and octagon, per gross.	3 38	4 00
Diamond.	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.		
------------------------------------	--	--

OIL.

Canada refined oil (Toronto).	0 16	0 16
Carbon safety " "	0 18	0 19
Canada w. w. " "	0 18	0 19
American w. w. " "	0 00	0 20½
S. r. seal, per gal.	0 63	0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized, per doz.	2 25	3 30
----------------------	------	------

PENCILS.

Dixon's, per gross.	1 00	4 25
Carpenter.	2 25	3 60

PICKS.

Per doz.	6 00	9 00
----------	------	------

PICTURE NAILS.

Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57½.		
Wood, fancy Canadian or American, 37½ to 40 per cent.		

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.	2 00	5
-------------------	------	---

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz.	1 35	2 00
------------------------	------	------

PRUNING SHEARS.

Per doz.	4 00	5 50
----------	------	------

PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle, " "	0 22	0 33
Screw, " "	0 27	1 00
Awning, " "	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62½ p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.		

PUNCHES.

Saddlers', per doz.	1 00	1 85
Conductors, " "	9 00	15 01
Tinners solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.

Bladder, per lb.	0 01½	
Tins, lbs.	2 50	2 75

RAIL.

Barn door, per foot.	0 03	0 03½
Sliding door, " "	0 03½	0 03½
Lanes, " "	0 03½	0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 p. c. revised list.		
Wood, 25 per cent.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Bokers, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbenz's, " "	9 00	18 00
Theile & Quack's, " "	7 00	12 00

RAZOR STROPS.

Currier's, per doz.	1 25	3 60
---------------------	------	------

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.		
Copper rivets, dis. 45 per cent.		
Iron, dis. 55 per cent.		
Tinned and black rivets, 55 per cent.		
Burrs, iron, 50 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 30, 35 per cent.		
---------------------------------	--	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	7	00 9¼
¼, 5-16, ¾ in.	7½	00 9¾
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¼ 7¾

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37½ to 40 p.c.		

SAD IRONS.

Mrs. Potts, per set.	0 65	1 00
N.P., per set.	0 00	1 90

SAD HEATERS.

Dome, Shepard's, per doz.	4 75	5 00
---------------------------	------	------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.

Per lb.	0 22	0 50
---------	------	------

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.		
Kempbell's, dis. 40, 62½ per cent.		
Canadian, dis. 45, 50 per cent.		

SASH WEIGHTS.

Sectional, per 100 lbs.	1 40	1 50
-------------------------	------	------

SAWS.

Crosscut, McMillan & Haynes, per dozen.	0 40	0 70
"Empire," McMillan & Haynes, per ft.	0 00	0 70
Hand, Disston's, dis. 10, 12½ p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 00	0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz.	0 00	7 50
Whiting.	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.

Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.

Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65	4 00
---------------------	------	------

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.		
" R. H., " dis. 72½ p.c.		
" F. H., brass, dis. 75 p.c.		
" K. H., " dis. 70 p.c.		
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
" iron, " "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.		
---------------------------------	--	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.		
------------------------------	--	--

SHEARS.

B. & W., japanned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, japanned, 80 p.c.		
" N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
" japanned handles, 67½ p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.

Sliding door, per set.	0 77	1 40
------------------------	------	------

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.		
---	--	--

SIEVES.

Wood rim, black, per doz.	1 05	1 10
" tinned, " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black, " "	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.		
Acme, " "	3 00	5 00
Lock, Andrews, " "	4 50	11 50

SOLDERING IRONS.

Per lb.	0 00	0 24
---------	------	------

WROUGHT SPIKES.

Discount, 20 per cent.		
------------------------	--	--

SPOKE SHAVES.

Wood, English	1 80	5 00
Iron, American	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium, " "	27 00	00 00
Table, " "	36 00	00 00

SQUARES.

Iron, per doz.	1 65	2 90
Steel, dis. 70 and 10 p.c. rev. list.		
Try and bevel, dis. 50 to 52½ p.c.		

STAPLES.

Fence, galvanized	0 03½	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.		
------------------------	--	--

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz.	1 75	
No. 1 stove paste, per gross.	9 00	
No. 2	4 80	

STONE.

Washita, per lb.	0 28	0 50
Hindustan, " "	0 06	0 07
" ships, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey, " "	0 00	0 50
Arkansas, " "	0 00	1 50
Water-of-Ayr, " "	0 00	0 10
Seythe, per gross.	3 50	5 00
Grind. per ton.	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66½
Trunk tacks, blue	60
" tinned	66½
B.B.B. iron carpet, blue	60
" tinned	66½
B.B.B. iron carpet, bright or blue (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	45
" (in dozens, 1 to 6 oz.)	30
" " (in dozens, 8 to 24 oz.)	40
" " ¼ weights	45
" tinned	45
Swedes, cut tacks, genuine, blue and tinned	52½
Swedes, upholsterers', genuine	50

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of **\$100,000.00** of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

CHARLES F. CLARK, President.
EDW. F. RANDOLPH, Treasurer.
ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.
NOS. 279, 281 & 283 BROADWAY, NEW YORK.
Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.
36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

Incorporated
+ +

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.
MONTREAL

**MONTREAL SMELTING AND
REFINING WORKS**

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

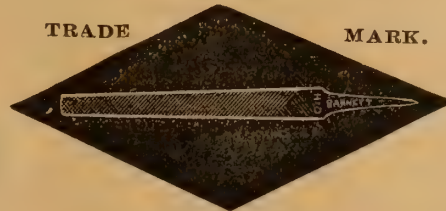
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable paper stock and are finished with double thickness eyelets.

These tags, made to carry invoices, serve the double duty of Tag and Envelope, saving postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

Notice to Hardwaremen

You have followed our different advertisements carefully, we trust, and must have formed some opinion of the merits of the **McCREADY Wheels**. Now, the question is, are you sufficiently interested in them to apply for the Agency, and will you allow us to submit terms and discounts for your consideration? We want agents in every city and town in Canada, and in order to secure them, are offering most liberal inducements. If we have not an agent in your locality, write us at once and secure the agency, as we give exclusive control of territory assigned.

Aside from manufacturing the celebrated, well-advertised **McCREADY CYCLES**, we are manufacturers and dealers in all kinds of Fire-Arms, Cutlery and Sporting Goods, and can supply you with up-to-date goods the whole year round. Hardware dealers can make money out of Sporting Goods—if they handle the right goods—they are **McCREADY'S**.

We shall be pleased to hear from you.

The R. A. McCREADY CO., Ltd.

149 Yonge Street **Toronto, Ont.**

Sole Canadian Agents for the Whitely Exerciser.

Sole Canadian Agents for the Sandow Developer.

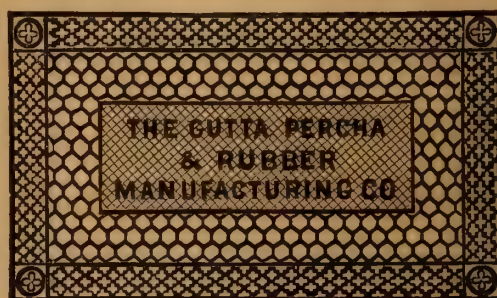
Sole Canadian Agents for the Chicago Ice Bicycle Attachment.

Sole Manufacturers of the **McCREADY TUBULAR RACING SKATE**.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Why Not Read This First?



A PAINT "AD"

ROBERTSON'S PURE READY-MIXED PAINTS

Oil and Water Wood Stains, in Cherry, Oak, Walnut, Mahogany and Rosewood.

Blackboard, Boat, Barn, Brick and Bridge Paints.

Enamels—a choice selection of beautiful and durable tints.

Roofing Paint—without a peer for preservation.

Tube Colors, Gold Paint, Top Dressing.

Shellacs and Dipping Paints.

Oils, Oxides and Ochres.

New Colors in Bicycle Enamels.

'Steel Color Paint.

Perfection Wall Finish.

All kinds of Varnishes.

Iron and Wood Fillers.

Non-poisonous Bath Enamels.

Tinted Leads.

Superfine Coach Colors.

DRY QUICKLY.

The James Robertson Co., Ltd.

THE PAINT MAKERS

TORONTO, ONT.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

TORONTO AND MONTREAL, MARCH 7, 1896.

No. 10.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

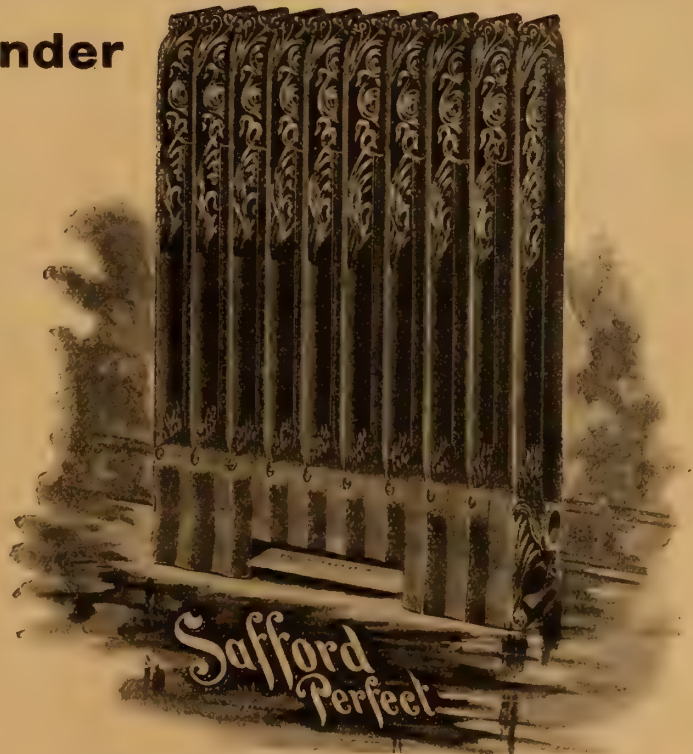
Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

A frog can't inflate himself to the dimensions of an elephant, nor can a small manufacturer justly claim equality with us. It follows then that

"Safford" Patent Radiators

ARE THE ELEPHANTS OF
THE AGE



PATENTED AND REGISTERED

The **Toronto Radiator Mfg. Co.**

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers

Write for Our Catalogue of

BICYCLE Accessories

RICE LEWIS & SON

LIMITED

Cor. King and Victoria
Streets

TORONTO

“No effect without
a cause”

WHY is it that there are more
“STEEL-CLADS”

sold by 50
per cent.
than all
others put
together?

THINK OF IT!



THE TORONTO STEEL-CLAD BATH
AND METAL CO. LTD.

125-127 Queen St. East
114-116 Richmond St. East

TORONTO.

SOLID
METAL
CREAMER
TAPS

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

Our Creamery and Factory
Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

TORONTO AND MONTREAL, MARCH 7, 1896

No. 10

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - - - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

ANOTHER ADVANCE IN BUILDING PAPER.

STILL another advance is announced by the manufacturers in the price of building paper.

The jobbing price is now: Plain building, 45 to 50c.; tarred lining, 55 to 60c.; tarred felt, \$1.60 to \$1.70 per 100 pounds. The advance is due to the scarcity and dearness of straw.

Some difference has also been made in the weight. For instance, plain now weighs about 25 pounds to the roll, and tarred sheeting 35 pounds to the roll. Both these are reductions in the weight. The mills have, it appears, recently discovered a means whereby the dirt is taken more effectually out of the straw or paper, making the finished article tougher and cleaner. The quantity of fibre in the paper is the same as before.

As far as **HARDWARE AND METAL** can gather, many of the jobbers were caught with little or no paper in stock, which, of course, makes it all the easier for the makers to get the advance. Some of the factories will not quote large lots or for future delivery.

Jobbers report that dealers throughout the country are beginning to place their orders for spring requirements, evidently appreciating the strength of the situation.

It seems quite reasonable to suppose that the market will remain strong until next harvest's straw comes upon the market.

WHICH POWDER SHALL IT BE?

Not only has Canada to decide upon a new rifle but the smokeless explosive with which to load the shells must be dealt with.

The Home Government have adopted "Cordite," but it is alleged that official tests have demonstrated that it corrodes the barrel of the rifle, rendering it almost useless for accurate shooting after 1,500 or 2,000 rounds have been fired, and that it is easily affected by climatic conditions. It is said that Lord Roberts refused to use it in India and insisted on getting another kind. In explanation of the love of the Imperial authorities for "Cordite" it is said that some of the officials are financially interested in the contracts and that they suppress all reports unfavorable to it and favorable to other makes. Of course this may be a story circulated in the interests of rival manufacturers, of whom there are a number. The story is too important, however, for Canada to overlook, and we must have a fair test of all the leading explosives. Cordite is a compound of nitro-glycerine and gun-cotton. It is not in a powder, but in transparent threads not unlike the cat-gut violin string.

CREDIT SYSTEM AND FAILURES.

THE London Financial Times recently made the astounding statement that "half the failures in Canada are caused by excessively long credits," and it has gone the rounds of the trade papers in the United States.

The credit system undoubtedly has freer course in Canada than it should have; but there is no use giving a dog a worse name than it really has. And this is what The London Financial Times has been giving the credit system of Canada.

Half the failures in Canada are not caused by excessively long credits, and had the press of the United States only taken the pains to refer to the statistics compiled by the statisticians of their own country they would not have fallen into the same error as their London contemporary.

The pamphlet, "A Record, Not a Prospectus," issued by the Bradstreets' Company, of New York, shows that the total failures in Canada and Newfoundland

combined in 1895 were 1,916, and that those due to unwise credits were 22, i.e. 1.2 per cent. of the whole, or 48.8 per cent. less than The Financial Times asserts. Taking incompetence, inexperience, neglect of business and unwise credits altogether the percentage is scarcely 15 per cent. In the United States last year unwise credits were the cause of 5.1 per cent., or nearly 4 per cent. greater than in Canada.

The chief cause of failures in both Canada and the United States is lack of capital. **HARDWARE AND METAL** regrets to say that the former is a greater sinner than the latter in this respect. This imparts a lesson which all who contemplate going into business should "read, work, learn and inwardly digest." No less than 71 per cent. of the failures in Canada last year were due to this cause.

Obviously, a large source of failure supplies would be cut off if men with large ambition and inadequate capital would desist from going into business until the two essentials were more evenly balanced.

The statement made by The Financial Times brings to mind another fallacious statement which has found credence for some years in a wide constituency. We refer to the percentage of unsuccessful to successful business men. This statement was to the effect that "95 out of every 100 concerns or firms in business fail." Anyone who would roll this over on his tongue for a few minutes would scarcely afterwards swallow it. But the honor of disproving the fallacy lies with the Bradstreets' Company, which has taken particular pains to investigate this particular matter.

The research covered both the United States and Canada, and we take this clause from Bradstreets' report thereon: "An examination of the records of the number of firms, individuals and corporations in business, together with the total number of failures in years preceding 1893, indicates that the total failures in business of both kinds—that is, those failing to pay what they owe and those which merely failed to succeed—amounted to about 11 per cent. annually of the total number of concerns recorded as having an established place in business, while the total number of those failing owing

more than they could pay was only a fraction more than 1 per cent. annually."

It may be interesting to note in this connection that there were 80,666 places of business in Canada last year. As the total number of failures were 1,916 it will be observed that the percentage of failures to the number of firms in business was 1.25. In the United States the percentage was slightly less.

RETALIATION ON CANADA.

A WASHINGTON despatch to The N.Y. Journal of Commerce states that several complaints have recently reached the State Department there on the subject of certain Canadian regulations regarding goods imported in bond via United States ports, and stating that the Government at Washington may adopt similar regulations in regard to goods imported in bond via Canadian ports.

The particular Canadian Customs regulations which are the source of the complaint in question are contained in a sub-section of section 68, which reads:

Goods that have entered for consumption and for warehouse, or that have been permitted to remain unclaimed, or that have been permitted to remain for any purpose in any other country intermediary between the country of export and Canada, shall not be considered as in transitu through such intermediary country, but shall be treated as goods imported from such intermediary country and valued and rated for duty accordingly.

In order to prove that goods imported in bond, via United States ports, have not been held for any purpose in that country the Customs authorities demand a certificate showing that they have been entered at the entry port for immediate shipment to Canada. Goods not accompanied by this certificate are treated as if "imported from such intermediary country, and valued and rated for duty accordingly." In other words, to the original cost of the goods in the country of production is added the amount of the duty which they would have been compelled to pay had they remained in the United States.

The appraiser bases his calculation on the aggregate value thus obtained.

In the United States no cognizance is taken as to whether the goods imported in bond have been in warehouse in the intermediary country or not; but how long they will refrain from doing so seems questionable, in view of the despatch just cited.

The cause of which the present narrow Canadian regulations are the effect was the abuse of the privileges which importers enjoyed of bringing in goods in bond via United States ports, and being subject to the same Customs regulations as if imported direct from the country of production. The regulations never intended that goods should be entered in warehouse, say New York,

and there held until the importer could canvass the particular trade in which he was interested, in both the United States and Canada, bringing them on to the latter country only when he could obtain a better price. Yet this is what was done, and that frequently. The *modus operandi* was as follows: When the goods arrived at New York or any other United States port, the importer who desired to try both the American and Canadian markets, instead of claiming them, allowed them to be put into the Customs warehouse for unclaimed goods. When he had decided to which market he would send them he would innocently ask the Custom authorities if goods consigned to So and So had arrived on a certain steamer, and on being answered in the affirmative, would claim them and forward them to the destination decided upon.

Without discussing the merits or demerits of the regulations, it might be with propriety asked whether the time has not arrived when Canada has not more to gain by abrogating than by continuing them.

There was a time when Canada would have little to lose by retaliation from the United States in the particular under consideration, for the imports of merchandise at Canadian ports destined for the United States did not amount to a great deal; but the conditions are changing.

On the Pacific we have the C. P. R. steamers running to the Orient and the line plying to the Antipodes. These are the best equipped routes going from and coming to the Pacific side of the continent, and are increasing in popularity with United States importers and exporters. Then on the Atlantic we have the improved winter service with termination at St. John, N.B., which our neighbors to the south are beginning to patronize freely, while there is the prospective fast line which the Home and Imperial authorities propose to subsidize.

Retaliation on the part of the United States in the matter of goods in transitu would naturally tend to stifle the patronage of Canadian steamship routes by United States importers. The question is worthy of consideration: Can we afford to continue a system which threatens to produce retaliation, or will it pay us better to remove the irritant and allow goods in transitu to come into the country without exacting any conditions as to whether they have been in warehouse in intermediary country, merely being satisfied with evidence as to country of origin?

The proportion of the imports which would likely be allowed to enter the warehouse for unclaimed goods at the ports of entry with the object of ascertaining where the best market was to be found before claiming them would be small. The question therefore arises, is it worth while to allow a small thing to become a bone of big contention?

LOW OFFERS IN CHAIN.

Conditions somewhat peculiar have developed on the Canadian market regarding chain.

As the trade is well aware, the price of chain on the English market has advanced enormously during the past few months, owing to the protracted strike among the chain-makers in that country. England being Canada's chief source of supply, the local market was naturally affected, as readers of *HARDWARE AND METAL* are aware.

In spite of these conditions, however, chain has been offered during the last few days by some Toronto houses at figures even below those obtaining before the advance took place. In fact, we are assured they are the lowest on record.

The cause of these low prices is the presence on the market of American made chain. The chain is booming and rafting sizes. It is machine made, and of steel, and is said to be superior to the English chain, which is hand made, and of iron.

It is an unusual thing for American chain to be handled by Toronto jobbers, their supplies being drawn from England.

Our imports of chain last year aggregated 21,204 cwt., valued at \$58,091. Of this quantity 19,149 cwt. was of 5-16 inch and over. Of chain of all kinds we got from Great Britain 16,612 cwt., and from the United States 4,445 cwt. The quantities we got from others, viz., Norway and Sweden, France, Germany and St. Pierre, were insignificant.

The duty on chain is 5 per cent. on sizes of 5-16ths and over, and 27½ per cent. on all under. Until the revision of the tariff in 1894 the minimum size allowed under the 5 per cent. rate was 9-16ths. There are no chain factories in Canada.

GETTING ENLIGHTENMENT.

The third congress of the Chambers of Commerce of the Empire will be held in London, Eng., next year. Boards of trade in Canada have been invited to send delegates. The Toronto Board of Trade has wisely decided, between now and the time when this congress shall be held, to hold a series of special meetings for the purpose of considering the subjects that are to be discussed at that important gathering. A circular has been issued, drawing the attention of the members to these meetings and soliciting their co-operation.

A list of the subjects to be discussed is given. There are seventeen in all. The most important are "Commercial Relations Between the Mother Country and Her Colonies and Dependencies," "Codification of the Commercial Law of the Empire," "A Decimal System of Weights, Measures and Currency," "Imperial Penny Postage," "Cable Communication, Construction, Rates, Codes," "Steamship Communication, Rates,

Subsidies, War Risks, Insurance," "Bills of Exchange—Uniform Precedence," "Representation of United Kingdom in Colonies, and of Colonies in the United Kingdom, to make up for want of Consular officers who are only appointed to foreign countries."

The first of these meetings will be held on Thursday, March 26, at 8 p.m.

SELF-SEEKING M.P.'S.

READERS of these columns are familiar with the fact that one of the worst features in Canadian politics is the large number of impecunious lawyers, ward politicians and schemers who are in Parliament now, or who are pulling the wires to get there. Their aim in going there is not for the love of political life or from a desire to serve their country. They want appointments for themselves or their friends. Little do they care for the business and other interests of the country. They do as they are told by the leaders of their party, regardless of the public interests. As a reward they expect to be made judges, Customs officials, registrars, sheriffs, etc.

If the prospects of members of Parliament being appointed to such vacancies were slender there would be fewer such useless men in politics. Mr. Mulock, M. P. for North York, recognized this and he introduced a bill in the House of Commons last week which prevented any member from receiving an appointment in the gift of the Dominion Government within one year after the expiration of the Parliament of which he was a member.

Mr. Mulock has the support of the best element on both sides of the House, as well as of every good citizen, but, we are sorry to say, the Government defeated the bill. The opponents made no attempt to justify their position. They simply retorted that the Liberals in Ontario "gave jobs to their friends in the House," and voted the measure down. The course of the Ontario Government is quite as disgraceful as that of the Dominion in this respect, but Mr. Mulock seems to be a stamp of man who does what is right, regardless of his party.

It is given on the authority of a Conservative member of the House of Commons who agrees with Mr. Mulock that 33 members of the present House have been promised "jobs."

Let both sides nominate men who do not want positions.

DECLINE IN COPPER RIVETS.

A decline is announced in the price of copper rivets. It is equal to 10 per cent., the discount now being 50 per cent. instead of 45 per cent. as formerly. The reduction is due to the lower prices ruling on the raw material. The demand at the moment is light, but the season is near at hand when the usual activity obtains.

HARDWAREMEN TAKING HOLD.

The retail trade of the country appear disposed to act upon **HARDWARE AND METAL'S** suggestion regarding the advisability of keeping copper sulphate in stock for the purpose of supplying the same to fruit growers for tree-spraying purposes: Wholesale inform us that since the article dealing with this subject appeared in last week's issue they have received a number of enquiries from different parts of the country.

The beneficial results which are to be obtained from spraying fruit trees has been proved beyond peradventure; and the ensuing season will, undoubtedly, see the method more generally employed. The hardwareman will supply the sprayer, and he may as well get the profit that will come from supplying the copper sulphate. He already has Paris green, another of the ingredients used in the different formulæ.

As we stated a week ago, it is time the retailer was making his purchases, as the spraying begins before the buds are formed on the trees.

NOT YET SETTLED.

The public cables say that Quarter-master-General Lake has had a conference with Lord Wolseley, when it was settled that Canada should have Lee-Metford magazine rifles with which to re-arm the militia.

We have it on very good authority that it was not definitely decided at that interview that we should have the new magazine rifle for the militia. Even among the higher authorities there is a difference of opinion as to whether the Lee-Metford or the Lee-Enfield is the better arm for such a force as we have in Canada. The probabilities are that the latter will be selected. Many think that both might be used—the magazine with its complicated action by the permanent militia and the well-drilled city corps, and the simpler single-shot rifle by the rural corps, who do not have so frequent opportunities for practice in handling a weapon that in action they will have to use mechanically. It should be remembered that they are both .303 bore.

The officers commanding districts who have to make the semi-annual inspections of rifles and armories are pretty well agreed that when the new rifles arrive they must be stored in battalion armories with proper caretakers and not distributed about at local headquarters. Some company officers take excellent care of their arms, but the majority keep them in damp rooms and give them no attention.

TRAVELERS' INSTALLATION.

Toronto travelers held their regular monthly meeting in their rooms, St. George's Hall, Elm street, Friday evening, Feb. 28. The secretary's annual report was read and adopted, showing an increase in the treasury over any previous year. After the general

routine of business the following officers were installed for the year 1896:

President—R. M. Corrie.

First Vice-President—W. F. Daniel.

Second Vice-President—G. B. Curran.

Treasurer—J. Mortimer.

Chaplain—J. F. Smyth.

Marshal—T. Holman.

Secretary—R. R. Cherry, 241 Sherbourne street.

After the installation a pleasant and enjoyable evening was spent.

AMERICAN SLATES IN WALES.

THE export movement of American roofing slates, particularly to Great Britain, has been very considerable during the past few months, according to an exchange. No less than 5,000 tons of this material, mainly of the "Pen Argyl" variety, have been shipped to Wales since last fall, and some 1,500 tons more are about to be shipped to the same destination. It is believed that the movement is likely to continue for some time longer, in consequence of the great scarcity which now exists in the supply of Welsh slates for use in Great Britain. The Welsh quarries, it is stated, have orders on their books which absorb their production for the next two years; and for this reason consumers on the other side are turning to the United States to supplement their supply of roofing slates. The demand is principally for 20 x 10; and large orders from the British market are now in the hands of the exporting houses, while negotiations for further supplies are pending. The Liverpool Post in a recent issue states that a number of South Wales business men among the largest buyers of Welsh slates lately instituted inquiries, with the result that a steamer was chartered and a consignment of 3,500,000 American slates were imported into Cardiff a few weeks ago. It was found that the slates were equal in quality to the best North Wales product, and they were stated to have been delivered free at Cardiff at about \$10 per 1,000 cheaper than Welsh slates can be bought at the present time in Carnarvon. This does not, of course, mean, as some have understood it, that the American slate producers have been successful in underselling their Welsh competitors. The situation is simply that there are practically no Welsh slates on the market at the present time. A similar condition of things existed a number of years ago, when for two or three years a very large export business was done in roofing slates between this country and Wales. It seems that an effort to get a considerable share of this trade is now being made in connection with the Maryland and York, Pa., slate quarries, through Baltimore. Slate men are naturally rejoicing over this favorable opportunity of securing an outlet for their surplus stock. The roofing slate trade in general is looking up, and it seems to have every promise of an exceedingly favorable season during the current year.

DROPS FROM THE EDITOR'S PEN.

Money cannot buy brains, but brains can get money.

A negligent merchant is an active cultivator of dead beats.

A good rank to enter is that of the first-class business man.

Trade, like character, is largely what men in business make it.

It is better to have determination to do than money with which to buy.

Dishonesty produces discredit and ultimately business dissolution.

Tenacity may savor of the bull dog, but it is a good attribute nevertheless.

Absence of money where there is presence of brains does not debar success.

Clerks who tittle are likely to topple over before they gain much eminence.

We cannot expect to get a penny postage from tu'penny-ha'penny politicians.

As the spring approaches, the hopes of a good spring trade are beginning to bud.

The value of a business men's association is just what its members choose to make it.

"Starch" is as necessary to a merchant's business life as is blood to his physical life.

A well-displayed window opens the store door as well as invites customers to come in.

The "dead beat" possesses life enough to suck sustenance from over-confiding merchants.

Country merchants should give as much care to their local advertising as they do to their stock.

The man who lies in his advertisements won't have to wait till the Judgment Day to be found out.

A word well-weighed before being spoken is not likely to turn into a boomerang after it has left your lips.

The first essential to success in business is the mastery of the details of the trade in which you are engaged.

Gold we cannot all have access to, but a wealth of knowledge we can all obtain at the price of diligent research.

If all young men realized that the successful management of business was one of the

hardest instead of one of the easiest things in the world there would be both fewer men in business and fewer failures.

Not more isolated on his lonely island was Robinson Crusoe than is the merchant who subscribes to no trade paper.

The names of those who tarry long at the wine-cup should not be permitted to tarry long on the merchants' books.

In adopting bright, go-ahead business methods, it does not follow that a merchant should emulate the Cheap John.

The difference in the insanity of the man who cuts his throat and the merchant who cuts prices is merely one of degree.

An obstacle does not stop the progress of the man of courage and energy: it merely makes him climb harder or jump higher.

A man is none the worse for a fall in business; it is when he falls and has not the courage to get up again that he is the worse.

Merchants who keep reliable goods in stock, like men who are jealous of their good name, gain the confidence of their clients.

There is a duty of the merchant towards his clerk as well as a duty of the clerk towards the merchant, and that duty is to teach him his business.

What this country needs is a Remedial Bill that will give us relief from the unbusiness like nonentities that sit in Parliament and foregather at Cabinet Councils.

Knights of the Grip who are floundering along side-lines and creeping along snow-bound railways, capturing trade for their respective houses, are entitled to our sympathy.

It is when advertisers sow their seed in stoney ground that they get unprofitable fruitage. An advertisement well planted in a good medium is like seed sown in good ground, and frequently bringeth forth an hundred-fold.

The reason there are so many unsuccessful men in the world is that there are so many merchants who should have been mechanics and so many mechanics who should have been merchants. Be what Nature designed you to be.

We are at the dawn of the day when a merchant or manufacturer who does not advertise will be placed on a par with the merchant or manufacturer who would essay to do business without keeping a set of books.

ENAMELED WARE.

THE following, which appeared in Hardwareman, may assist Canadian dealers in advertising their enameled ware: A good sale of this class of goods may be readily accomplished. A few years ago enameled ware was a thing not even thought of, but to-day the sales are steadily increasing. First, have a window set out in a tasteful manner with enameled articles only, and let every article be marked in plain figures with the discount taken off, each article marked net, for people do not like to look at shop windows where the goods are not marked. Also, an assortment should be hung in the shop. An easy way, where there is an iron pillar, is to cut a length of coil chain and fasten one end to the ceiling and thus twist the chain round the pillar and attach it to the floor; hang the goods on by means of small S hooks. Very nearly every shop in the trade gives discount, but, instead of giving the amount in cash, I suggest asking the customer to have an enameled article of the same value. Some would readily consent, others would decline; but it would be a good way to introduce the goods in the neighborhood. Another feature would be to have sent round the town some handbills, which could read—

LOOK . . .
NO MORE BREAKAGES of China,
Pitchers, Etc., by using

**White Enameled
Ware**

To be seen at
W. H. SMITH & CO.'S
SHOWROOMS . . .
WHITCHURCH.

A Grand Assortment now displayed in the Window.
 All articles marked in plain figures and at lowest prices.

CALL !

Also have some cards printed and hung up here and there in the shop, as follows :—

ASK to see the . . .
White Enameled Ware

When a customer enters the shop, and when she has purchased what she may require, it should be the duty of the salesman to show these goods and try to make a sale. If he can get her to buy an article, worth only 3d., it may be the means of selling her a lot more; and she may introduce the goods to her friends and so on, until a large trade is built up. With many customers it may even be worth while to ask if you may send a small assortment on approval.

The Custom House returns at the port of Hamilton for February amounted to \$53,939.51, an increase of \$10,192.61 over the same month last year.

EARLY CANADIAN MEMORIALS IN ENGLAND.

NO journalist in Canada has done more to bring old Canadian records to light, to investigate obscure points in early history, and to republish prints and sketches of Canadian places and houses, than Mr. John Ross Robertson, of The Toronto Telegram. Every year when in England Mr. Robertson is not unmindful of a task which with him seems to be a labor of love. During his visits to the British Museum, and while looking into some of the treasures in the King's Library, he found a number of highly interesting pictures relating to Canada. Among them were no less than thirty-two small sketches done on the bark of trees, oval, in size about 4 x 5 inches, and executed by Mrs. Simcoe, the wife of the first Governor of Upper Canada. These she had presented to King George, and they went with His Majesty's Library to the Museum. They include a sketch of Navy Hall, at Niagara, a view of the Old Fort in Toronto, etc. Mr. Robertson has had reproductions made of these. He also found in the library an old plan of Niagara, with a picture of the fleets on Lake Ontario in 1757, showing both the English and French vessels, and giving the names of each ship. He secured a photograph from a picture of Ogdensburgh in July, 1763, or Oswegatchie (black water) as it was then.

Another visit made by Mr. Robertson, full of interest to the students of Canadian history, was a journey to Wolford, near Honiton, in Devonshire, the home of John Graves Simcoe. The Manor House of Wolford was built under the personal supervision of Governor Simcoe, and contains many memorials of his Canadian life. It is now occupied by Mrs. Simcoe, widow of Governor Simcoe's grandson. Mr. Robertson called upon Mrs. Simcoe, who is a charming woman, and whose niece, Miss Macrone, an entertaining companion, lives with her. The Canadian visitor was enabled to examine the original drawings of Mrs. John Graves Simcoe, the wife of the Governor. In the spacious entrance hall is an oil painting of Chief Justice Osgoode, of Lieut.-Col. Shanks, who took part in the war of 1812, and the only full length oil painting of Simcoe done when he was young. He is painted standing at the tomb of a friend, along with two other friends. In the drawing room there is a good miniature of Simcoe from life, as well as a drawing of Mrs. Simcoe. Mr. Robertson, in looking over this valuable collection, came upon some pictures not previously known to be in existence. There is one of Colonel Talbot's house, one of the earliest residences in Upper Canada in the London district. A picture of the King's Head tavern at Burlington Bay, where, it is said, the Queen's Rangers' Masonic lodge met on one occasion, is also there. This lodge was at work in York between 1797 and 1800.

THE SHERWIN-WILLIAMS PAINT
COVERS MOST. LOOKS BEST. WEARS LONGEST. MOST ECONOMICAL. FULL MEASURE.

"SPLENDID ISOLATION"

Like Great Britain the Great Paint occupies the position of "Splendid Isolation." They are both well able to withstand, unaided, the attacks and jealousies of all competitors. They are above all competitors. They are in a different class—a class by themselves.

A GOOD THING TO TIE TO—S. W. P.

Another picture is a view of Cartwright's mill near Napanee, and there is a sketch of Kingston in 1796, one of the first, the earliest being that of Lieut. Peachy, of the 60th Regiment, in 1783-4, showing Fort Frontenac. In Mrs. Simcoe's collection Mr. Robertson saw a view of the old fort at Toronto and the first two bridges over the Don. There are several views of Burlington Bay, when it had no outlook into the lake, save a small creek. The entrance hall at Woford contains the original colors of Simcoe's Rangers, the corps which fought in the revolutionary war. Near Woford on the Simcoe estate still stands the farm house where John Scadding, father of Dr. Scadding, of Toronto, was born about 120 years ago. There seem to be only two monuments in England relating to early Canadian officers, the one to Simcoe in Exeter Cathedral, the other to Brock in St. Paul's. The latter is hardly ever seen by Canadian visitors, being placed high up, and escaping notice in a casual inspection. Mr. Robertson has a photograph of this, as well as of the pictures previously referred to. The zeal and sagacity evinced in making these researches are to be highly commended.

The Brantford City Council and Board of Trade are making another effort to get a free postal delivery in that city.

CALLING UPON CUSTOMERS.

There is an old saying of eastern origin that "If the mountain will not come to Mahomet, Mahomet must go to the mountain," remarks a writer in Hardwareman. It would be an advantage, perhaps, to apply this principle a little more generally to the retail hardware trade. If, in spite of attractive windows and shop arrangement of goods, original advertisements, etc., trade is not what it should be, the experiment (in a great many cases) might be tried of going more often and regularly to the "mountain." In other words, either the principal or a capable assistant to make periodical calls upon, for instance, builders, smiths and farriers, coach builders and wheelwrights, and many other trade customers. In addition to these might be included gentlemen's gardeners and coachmen, who generally have the power to order the sundries, at least, in their respective departments. In many districts there is almost a separate class of business to be done with nurserymen, and this latter is largely on the increase. The merits of the plan consist in the fact that in some cases orders are obtained for articles that might be dispensed with if it were necessary to send any distance for them, and in all cases there is the probability of securing more orders through becoming better known personally to the customer.

TRADE CHAT.

APPPLICATION has been made to the Government to grant a charter for the erection of an electric railway to connect Amherstburg and Harrow.

It is not improbable that Blyth will have a stove factory before long.

Stratford City Council has decided to make alterations in the City Hall.

Negotiations are on foot for the establishment in Ottawa of a factory for the manufacture of needles, pins, hairpins, etc.

The W. R. Gardiner Tool Co., Brockville and Sherbrooke, are applying for incorporation, with a capital stock of \$100,000.

A large shipment of St. George granite is to be made from St. John, N.B., to New York, consisting of \$20,000 feet, or 1,640 tons.

Hiram Maxim has fitted to a tricycle a machine with two maxim guns, each weighing 25 pounds and capable of firing 600 shots per minute.

The annual meeting of the Bell Telephone Co. was held at Montreal. A proposal to borrow \$600,000 on debentures to extend the business was authorized.

Richard Thomas, windmill manufacturer, has sold his place in Harrietsville, and will shortly take up his residence in Aylmer and continue the manufacture of windmills there.

The Bancroft Times says the Deloro gold mines near Marmora, Hastings County, have been sold to an English syndicate and are sure to be started as soon as the weather will permit.

At the regular meeting of the Board of Management of the Western Ontario Commercial Travelers' Association on Saturday, Mr. H. G. Collamore was appointed second vice-president in place of Mr. Daniel McKenzie, resigned owing to his removal to the

Western States. Mr. Charles E. Perry, of the London Drug Co., was appointed to Mr. Collamore's position as a director.

The amount of Inland Revenue collected at the port of Montreal during February, 1895, was \$160,637.09, while last month there was collected \$157,635 70, being a decrease of \$3,001.39.

J. S. Mitchell & Co., Sherbrooke, have just added a bicycle ladder to their large hardware department, which was much needed, to enable them to reach the goods on their high shelving.

The value of dutiable goods which passed the Woodstock Customs office during the month of February was \$27,655; duty collected, \$7,633.35; balance of free goods, \$6,660; exports, \$116,952.

The Glenwilliams correspondent of The Georgetown Herald says: Mr. Pannebecker, of Guelph, has opened a tinsmith business here. He deals in stoves, eave-troughing and everything in the line.

A Philadelphia grocer is having a delivery wagon built, the motive power of which will be a naphtha engine. He claims that it can be run at a cost of 14c. per day, and that the novelty of it will prove a big paying advertisement.

The Northey Manufacturing Company tender for a compound duplex engine for the Island waterworks, has, on the recommendation of the City Engineer, been accepted by the civic authorities of Toronto. The cost is \$2,260.

The W. H. Johnson Company, Limited, Halifax, have decided to add a bicycle department to their business. They will keep a fine stock and sell on instalments. Some of the samples have arrived and balance will arrive in a few days.

At a meeting of the Fredericton Board of Trade recently it was resolved that the secretary should correspond with the Halifax

Board of Trade and City Council with a view to securing their co-operation in an effort to obtain the construction of the Short Line Railway via Harvey, Fredericton and Salisburys to Halifax.

The Manufacturers' Section of the Toronto Board of Trade met the other morning and appointed Hon. Lyman M. Jones, Mr. A. E. Kemp and Mr. W. K. McNaught to meet the Manufacturers' Committee of the City Council and discuss the question of influencing industries to locate in Toronto.

What might have proved a bad fire happened the other evening in Mr. Samson's carriage and machine emporium, at Blenheim, Ont. One of the large arc lights, not having been properly cared for, caught fire on the supports in some manner, and blazed away quite merrily for some time, but at last died out of its own accord.

The bill to incorporate the Hamilton Blast Furnace Co. passed through the Private Bills' Committee on Wednesday morning with some few amendments. Messrs. A. T. Wood, John Milne, and Staunton, solicitor, of Hamilton, were present on its behalf, while Mr. A. Ferguson, barrister, of Ottawa, opposed it on behalf of a Mr. Reynolds, one of the shareholders of the Hamilton Iron Co.

In order to entitle importers to the benefit of a refund of duty paid on goods, found not to be according to order, application for permission to re-export same and for refund of the duty will require to be made within one month of the date of entry, and collectors are instructed not to forward applications of this kind that are not strictly in compliance with the Order-in-Council respecting such exportations.

Fire broke out shortly after midnight of the 3rd inst., in Gordon & Keith's wholesale and retail house furnishing establishment, Halifax, N. S., one of the largest in Canada,



High Velocities. Low Pressures
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



**TRIALS by ELEY BROS. and
"ROD & GUN."**

**UNEQUALLED RECORDS.
VELOCITIES:**

At 21½ yards, 1012.68 feet per second.
43 " 872.72 "
Far in excess of any other Powder—Nitro or Black.

**Pattern 233.
Pads penetrated (Eley's Special) 30.6.
Pressures 2.17 tons only.**

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Netford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '235 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

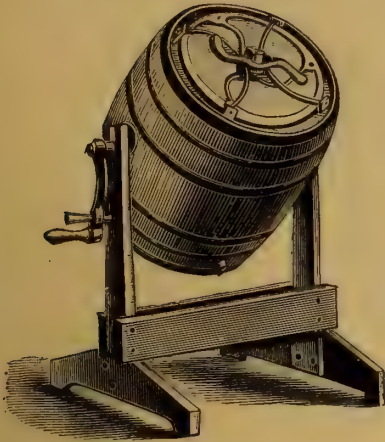
THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL

THE DAISY . . .



No. 0—Seven Gallon Churn, for one cow.....	\$ 8 00
No. 1—Nine Gallon Churn, churns from 1 to 4 gallons.....	8 50
No. 2—Fifteen Gallon Churn, churns from 1 to 7 gallons.....	9 00
No. 3—Twenty Gallon Churn, churns from 1 to 9 gallons.....	10 00
No. 4—Twenty-five Gallon Churn, churns from 1 to 12 gallons.....	12 00
No. 5—Thirty-five Gallon Churn, churns from 1 to 16 gallons.....	16 00

EXPERTS RECOMMEND THE DAISY CHURNS

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

Liberal Discount.
Prompt Shipment.

. . . TORONTO

and the building was in flames in less than fifteen minutes. Gordon & Keith's stock was insured for \$67,000, and the building for \$30,000, but they place their loss at about \$25,000 over the total insurance, which was all in English and American companies, except \$5,000 in the Quebec.

The Ontario Natural Gas Co. offered to heat all schools in Windsor at the rate of \$150 per month.

London is figuring on spending \$200,000 on a new sewerage system to include the purchase of a farm upon which to filter the sewerage.

T. L. Wilson, the discoverer and patentee of the new product to be used in the manufacture of illuminating gas, known as acetylene, is contemplating erecting a factory in St. Catharines or some other Canadian city.

The old Bothwell oil fields have been taken in hand by Petrolea investors. The demand for crude oil is so strong that wells of a very small yield are being pumped. Some of the Bothwell wells yield a barrel an hour, which accounts for their coming into use, as some wells in Petrolea now yield only four or five gallons per day.

DO NOT CUT STAPLES.

An experienced salesman hits the nail squarely on the head when he advises, in an exchange, retail dealers in stoves, hardware, etc., not to make leaders of staples, but rather on articles of which the profit is greater and less sold, and which are quite as attractive in the way of bargains as a staple would appear.

There are instances of this very philosophy in the advertisements of some bright men.

Wide-awake retail merchants, whose trade is of a general nature, print very attractive advertisements in their local papers, giving from four to a dozen bargain prices, always for a limited period.

Careful watch of these announcements will discover the particular features mentioned and there is no doubt whatever but that hundreds of people who see these advertisements are tempted to buy those special bargains in goods which otherwise they would not think of purchasing. They having once gone into the store are without doubt persuaded to include some of the standard articles from the stock as well in their order, and thus these enterprising men are daily

winning customers in a paying way, and still getting full profits on their staples. Others, less shrewd, by making cuts on staples, decrease their percentage of profit in a manner decidedly foreign to the profitable conduct of business. As the practice of attracting trade by means of special inducements on goods that are not staples has been kept up for some time by live retailers it must be a good plan of attracting custom and is commended to the attention of others in the trade.

EXIT THE STEAM ENGINE.

The steam engine, says Hardwareman, seems almost doomed to extinction in the hardware towns of the Black Country, and the gas engine is winning its way all along the line. In Willenhall—which, for its size, has probably taken the lead—there are nearly 40 gas engines at work in the lock, latch, bolt and other trades, and the fact that the disused steam engines and boilers have no value except for breaking-up purposes is very significant. Now that the principal patent rights for gas engines are becoming exhausted by effluxion of time, the cost price is being materially reduced, and in point of economy, to say nothing of convenience, cleanliness and comparative immunity from danger, the advantages of the gas engine are manifest.

PURE LINSEED OIL

Prepared Paints



Can Any One Offer Better ?

No Benzine

No Rosin Oil

No Water Solution and
Full Imperial Measure

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

SUPERANNUATED AXIOMS.

ANYONE whose observation of business methods extends back for a considerable number of years, says a writer in Metal Worker, must have noticed great changes and improvements, which are manifest not only in the adoption of those accessories which have been developed by comparatively recent thought and invention to mercantile purposes, but also in what may be called the courtesies of trade. The alleged "irrepressible conflict" between buyer and seller, which dates back to a time when the wise man wrote, "It is naught, it is naught, saith the buyer, but when the goeth his way then he boasteth," gave rise and force to the saying, "There are no friendships in trade." This assertion in the light of the accepted fact that mutual confidence often obtains on both sides of the counter is, to say the least, getting stale and should be shelved as a back number. We may admit that chicanery still lives and flourishes, but it is a shadow which repels and makes the light of honest, upright dealings brighter by contrast. We cannot account for the regular and continuous patronage which many dealers are having, simply by financial reasons. The desire of the possible customer to make his money as productive as possible may lead to experimental transactions, but even the bargain seekers will admit that there is less mental strain where one feels that suspicion and watchfulness are unnecessary. Business integrity will not only make and retain patrons, but engender a trust and confidence which is the basis of all friendship. It does not require a personal contact in business circles to determine whether a producer will "do to tie to"; there are names and trade-marks which are synonyms for reliable goods and square dealing. Another proverb, which is antique, if not moss grown, is, "Competition is the life of trade." This saying may have a basis of truth, but at best should be taken with a grain of salt. Competition in former days was a warfare between rivals, where each had no rights that the other was morally bound to respect, and ignored any common interest. We may admit that sharp, uncompromising contention will excite trade as spurring does a horse; but such an impetus is continued at the expense of vitality. The principle which we have considered as expressed by the word "competition" may be more properly termed "opposition." Competition, properly so-called, asks for a "fair field and no favor," but opposition seeks to win by "ways that are dark."

A third old saying, which is in its dotage, is "Two of a trade will never agree." This also is a relic of the time when contracted business vision estimated the size of the earth by its own narrowness and wanted it all, "fighting like cats and dogs" over a public bone, and never foraging around, by way of advertising and "push," to find other

and larger bones. We are learning that business rivalry does not necessarily imply animosity, and that circumstances may and do arise when two of a trade "May brithers be an' a' that." This commendable spirit of co-operation in matters of mutual and general interest is shown and cultivated by the rise and progress of trade associations, which, with other solvents of antagonism, presage a time "when nation shall not lift up sword against nation, neither shall they learn war any more."

NOVA SCOTIA FURNACES.

The record of the various Canadian furnaces during 1895, is as follows:

NOVA SCOTIA STEEL CO., NEW GLASGOW AND FERRONA, N.S.		Tons.	Tons.
Coke pig iron made.....	19,410	1,440-2,000	
Ore charged	38,783	1,520-2,000	
Fuel	28,110	1,560-2,000	
Flux	16,304	1,920-2,000	
Labor employed in steel works.....		450 men.	
" " ore production.....		100 "	
" " furnace work.....		250 "	
		800 men.	

This company manufacture all grades of agricultural implement steel, forgings, etc., the basis of which is very largely Ferrona iron, made from Canadian ore, so that the utmost possible amount of labor is secured to the country in the special lines now made by this company.

LONDONDERRY IRON COMPANY, LIMITED.		Tons.	Tons.
Coke pig iron made.....	17,744	320-2,000	
Ore charged.....	41,557	1,200-2,000	
Fuel charged coke.....	25,264	1,920-2,000	
Fuel charged coal.....	3,088	1,920-2,000	
Cast iron water and gas pipe produced	2,110	160-2,000	
Average number of men employed 425.			
Furnace output of 1895, campaign 8 months.			
Pipe foundry campaign 7 months.			

It is a notable fact that the tariff revision of Session 1894, by which a duty (on a sliding-scale) was imposed on wrought scrap iron, has resulted in the Londonderry Iron Company making contracts with Canadian manufacturers of bar iron, which is enabling them to start up their rolling mills.—Iron and Steel Trades Journal.

TEMPERATURE OF CHIMNEY GASES.

The idea of having the gases leave a boiler at a high temperature, in order that the heat may be more effectively used by heating the feed water in an economizer, is reported by Schmidt, a German engineer, to have been successfully applied by him in producing a very economical engine by extraordinary heating. The gases are represented as leaving the boiler at a temperature sufficiently high to permit of superheating the steam to over 650 deg. It is thought by experts, however, that though by this action the economy of the boiler must be reduced, the question presents itself whether it is not pre-erable to permit of less economy in the boiler, in order that the engine may be more economical—a point, of course, of special practical moment.

HOW THEY WORK IN FRANCE.

A correspondent of Iron Trade Circular writing under the nom de plume of "An Old Ingot," says: "Some six years ago I was at one of the works of a large French copper manufacturer. I went by appointment, but arrived later than I had arranged, and it was a Saturday. I apologized for being late upon what is to us in England rather a short day. The manager, however, told me it was not so with them, as the works went night and day, Saturday and Sunday. In fact, they worked right through the week end. I also learned, further, that during meal hours the machinery was kept at work by relays appointed to take the place of those leaving off. The machinery only stood for the time necessary to attend to it and for repairs. I do not mention this as the cause of their cheaper production, but I think it may be considered as amongst the causes contributing to the cheaper production of which 'One Interested' complains. The reason given by the manager for this continuous working was that it gave them the maximum production on the capital invested."

ENGLISH TRADE DISPUTES FOR 1895

An article which appears in the February issue of The Labour Gazette (England) gives some preliminary figures with regard to the trade disputes of 1895. The figures show a considerable diminution as compared with both 1894 and the preceding year. In all, 778 disputes were reported as beginning in 1895. Particulars were obtained with regard to 772 of these disputes, which are estimated to have affected about 243,500 persons, compared with 324,245 persons involved in the 1,061 disputes recorded in 1894 and 636,386 in the 782 disputes of 1893. The number of disputes reported as settled was 643, leaving 129 of which no settlement is known. The following comparative table shows the relative degree of success and failure of the workpeople engaged in disputes in the past five years: Percentage of total number of workpeople engaged in disputes who were—

	1891	1892	1893	1894	1895
Successful	25.6	27.5	62.0	22.1	20.1
Partially successful...	36.7	51.4	24.7	34.2	41.9
Unsuccessful.....	34.8	19.9	12.2	42.1	31.4
Result indefinite or not known	2.9	1.2	.2	1.6	6.6

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON

TWO-PLY TWISTED FENCE STRAND

**Galvanized Fence Staples
Oiled and Annealed Fence Wire**

Manufactured by

— WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ontario

MODERN USES OF ASBESTOS.

ASBESTOS is a wonderful substance, says The Engineer. The name comes from a Greek word meaning inconsumable. Fire will not burn it, acids will not gnaw it, weather will not corrode it. It is the paradox of minerals, for it is quarried just like marble. The fibres of which it is composed are soft as silk and fine and feathery enough to float on water. Yet in the mines they are so compressed that they are hard and crystalline like stone. Although the substance has been known for ages in the form of mountain cork or mountain leather, comparatively little has been learned as to its geological history and formation. A legend tells how Emperor Charlemagne, being possessed of a tablecloth woven of asbestos, was accustomed to astonish his guests by gathering it up after the meal, casting it into the fire, and withdrawing it later, cleansed, but unconsumed. Yet, although the marvelous attributes of asbestos have been known for so long, they were turned to little practical use until about twenty years ago. Since that time the manufacture of the material has grown until it

can take its place with any of the industries of this country. Indeed, so rapid has been its progress and development that there is almost no literature of any kind on the subject, and, to the popular mind, it is still one of those inexplicable things.

Up to the late seventies, nearly all the asbestos used to come from the Italian Alps and from Syria, but one day explorers discovered a rich deposit in the eastern township of Quebec. Companies were formed, and in 1879 the mines were opened. Remarkable as it may seem, however, although the Canadians started factories, in the operation of which they were substantially backed by English capital, it was an American concern, with headquarters in New York, that developed the industry most rapidly. The company has now grown so large that it has branches in nearly all of the large cities of the country, and the machinery used is especially made and peculiarly adapted to the manufacture of asbestos articles. There are also a large number of factories in England. The veins of chrysotile, as the Canadian asbestos is called, are from two to four inches in thickness and are separated by thin layers of hornblende crystals.

The nearer to the surface the veins run the coarser are the fibres and the less valuable.

The mining is done by the most improved machinery. Holes are drilled in long rows into the sides of the cliffs by means of steam drills. They are then loaded with dynamite and exploded simultaneously in such a way that a whole ledge of the rock falls at once. Then the workmen break out as much of the pure asbestos as possible, load it into tubs or trucks, which are hoisted out and ran along to the "cobhouse." Here scores of boys are kept busily employed crumbling or "cobbling" the pieces of rock away from the asbestos and throwing the good fibre to one side, where it is placed in sacks for shipment to the factory. The greatest work in connection with the mining of asbestos is in disposing of the waste rock and the refuse of the quarry. Only about one twenty-fifth of the material quarried is real asbestos, and the rocky parts have to be carried to the dumps at great expense.

As the asbestos comes from the mine it is of a greenish hue, and the edges are furred with loose fibres. The more nearly white asbestos is the better its grade. The length of fibre is also of great importance, the longest being the most valuable. From the mines the asbestos is taken to the manufacturing factories in the United States.

It will pay you

"To take time by the forelock" and begin right away to think of bicycles. We show a great variety of styles at prices to suit everyone's pocket—and, what's more, we guarantee every wheel we handle. Our '96 Patterns have every new improvement which is of value, and are built on lines which ensure rigidity and comfort; standard wheels, easy to sell, depending only on their merit. We want good agents everywhere. Send for our Catalogue for full and interesting information about details.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

SILICEOUS CHARCOAL.

At the regular monthly meeting of the Natural History Society, Montreal, held last week, Prof. J. T. Donald contributed a paper on "Peculiar Behavior of Charcoal in the Blast Furnace at Radnor Forges." He said, that in October last the Canada Iron Furnace Co. sent him a sample of what they termed partly consumed charcoal, containing a large percentage of siliceous matter, and which they stated "had been thrown out at the cinder notch of the furnace in large quantities, unconsumed, and showing fibres, or threads, of a yellow color, and similar to mineral wool." It was further stated that the coal, which was made from oak, and, apparently, basswood and elm, seems unfit for use in furnace work. A very superficial examination was sufficient to show that this charcoal was very peculiar indeed. Its unusual weight at once challenged attention, and a closer inspection showed in the specimen a framework in the form of a fibrous mass, not unlike a piece of harsh fibred asbestos. Analysis showed that this fibrous matter amounted to no less than 41.16 per cent. of the coal. The question now was to account for this large percentage of mineral matter. The only explanation he could offer was to suggest that it might be the result of charring wood that had been partially fossilized, for it was well known that such silicified wood is not uncommon. At the same time this suggestion did not satisfy him; it did not, he thought, cover the fibrous or rod-like structure of the mineral matter, for he had never seen a similar structure in silicified wood. He, therefore, decided to send portions of the sample to Prof. Penhallow, of McGill, and Mr. W. F. Ferrier, of the Geological Survey. These gentlemen were authorities in their own departments, the former as a botanist, and the latter as a mineralogist and lithologist. It appeared to him that the question of the origin of the siliceous matter of this coal, was one of either botany or mineralogy, and not of chemistry. Prof. Penhallow, having examined the specimens, reported that "it seems difficult to think that these rods are the result of natural processes of growth." Mr. Ferrier said he thought the siliceous matter had not been present in the original charcoal, but that it was slag that the coal had absorbed in the furnace. Then, next, word came from the furnace at Radnor that similar fibrous charcoal had again been expelled from the slag notch, and this, whilst charcoal from a totally different locality was being used in the furnace. The evidence was thus strongly against the view that the siliceous matter was part of the original coal, and in favor of Mr. Ferrier's suggestion. The question was thus again, as it were, thrown back into the sphere of chemistry, and it appeared probable that an analysis of the fibrous matter would settle it. After much care and labor,

a quantity of fibre, sufficient for analysis, and free from the ash naturally present in the charcoal, was obtained. The difficulty of securing a satisfactory sample lay in the fact that the alkali of the true ash caused the fibres to fuse, forming little glassy globules. It was desirable to avoid these, in order that the analysis might show the composition of the fibre itself. The analysis of the fibre, is stated under column 2; column 1 is the partial analysis of a sample of Radnor slag made by Prof. Donald in January, 1892:

	(1) p.c.	(2) p.c.
Alumina.....	13.52	13.52
Ferrous oxide.....	1.44	.51
Manganous oxide.....	3.48	Traces
Lime.....	22.89	35.44
Magnesia.....	.74	1.47
Sulphuric anhydride.....	1.57	Traces
Silica.....	54.00	42.18
Alkali, phosphorus, etc., by diff.....	2.41	2.25

It is very evident, then, that the fibrous matter of this charcoal was simply absorbed slag. Two questions of interest then arose. What were the conditions in the furnace that caused charcoal in large quantities to absorb and retain the liquid slag? How did it happen that only on two occasions had the production of this slag-saturated coal been observed?

Prof. Penhallow contributed a paper on "Notes on the Silicified Charcoal Dealt with in Prof. Donald's Paper," in which, after stating that the charcoal had been obtained from the wood of the elm and the oak, he said that the specimens showed, beyond question, that the silica must have been taken up before the structure of the tissues was destroyed by combustion. It must, therefore, have been taken up by the living plant, or by the charcoal before it was subjected to a destructive oxidation. So far as we knew, silica could only enter the living plant through its roots in the form of a soluble silicate. Its final deposition did not lead to the filling up of vessels, but to such a distribution within the substance of the walls of the tissues as to give them a marked element of mechanical strength. They were, therefore, confronted with the alternative that the silica must have been taken up by the charcoal itself. In whatever form the silica entered the coal, the fact that it later appeared as complete casts showed that it solidified within the vessels before the latter were destroyed by combustion. The appearances of the rods pointed to the view that the infiltrated matter must have entered the coal in a molten state, and that it was, in reality, slag in which the coal was immersed. The question as to how such infiltration was accomplished could not be answered with a full measure of satisfaction. Under what peculiar circumstances it was possible for such conditions to exist as were implied by the facts in the present case it was not within his province to say, but upon a knowledge of them appeared to depend the solution of what must otherwise remain an obscure problem.

THE STORE LOAFER.

The store loafer is more often a guest than a customer.

Men who wear out the seat of their pants on soap boxes or sugar barrels are likely to have little else in their pockets than four fingers and a lazy thumb.

A chair in a store is an excellent piece of furniture—if the right person holds it down.

Customers as a rule are not anxious to have the nose of a loafer over their shoulder, when making a purchase or paying a bill.

Idle men and empty pockets have no right to make a poultry roost of a counter.

There are more buzzards that dine on scandal hatched in the idler's corner than all the guns in a county could shoot.

Where the loafer does his whittling, scandal is retailed by the ton.

Curfew at a store, to put out the gas when the public are putting on their nightcaps, would limit the circulation of plugged dimes.

A store loafer and a bar room bummer, if shaken out of a common sack, would be a case of twins, or a double-yolked egg.

To make a store comfortable for customers is one thing—to make it a smoking divan for gossips is another.

A skunk in a cabbage patch is apt to spoil the kraut, and gossips in a store are likely to keep the public nose out of its door.

Merchants who encourage loafing are simply raising caterpillars to lunch on their lettuce.

A man with nothing to do but toast his toes and whittle is very apt to forget what he owes, and take home what he never pays for.

The turtle that rolls off a log into a creek to get out of the rain has more sense than the merchant who thinks that a circle of pipes around his stove means more business than smoke.—Age of Steel.

ALUMINUM MANUFACTURE.

The production of aluminum in the United States has increased from 83 pounds in 1883 to 850,000 pounds in 1895, and the estimate for 1896 is 3,660,000 pounds, the process of making it having been greatly improved. The prices at the reduction works range from 50 to 55c. a pound. Applied electricity explains the ease with which the light metal is now turned out.



HALIFAX PLUMBERS' ASSOCIATION.

THE Halifax plumbers are a live body of men. They are progressive and aggressive. At a meeting of their association, held last fall, the following protective resolutions were adopted, and a copy of the same sent to the manufacturers in all parts of Canada :

Whereas : The manufacturers and dealers in plumbing material persist in selling to consumers, to our injury and detriment, placing us towards our customers in the light of extortionists, causing endless trouble and dissatisfaction ; and,

Whereas : The want of a system to protect us from this wrong, which draws in its wake other wrongs, is acknowledged by all master plumbers, and it is absolutely necessary to perfect a system which will remove these evils, from which we suffered for years; therefore be it

Resolved : That we withdraw our patronage from any firm manufacturing or dealing in plumbing material, selling to others than master plumbers, (who are members of the association.)

Resolved : That the master plumbers shall demand of manufacturers and wholesale dealers in plumbing material to sell to none but master plumbers, (who are association members.)

Resolved : That this association shall keep a record of all journeymen and plumbers who place in buildings plumbing material bought by consumers of manufacturers or dealers.

Resolved : That any manufacturer or wholesale dealer, dealing in wrought iron

pipe, who sell to consumers, shall not receive our patronage.

Resolved : That a committee be appointed to correspond with all master plumbers throughout the province and Prince Edward Island for the better carrying out of the above resolution.

Resolved : That these measures are just and necessary to our welfare, and a strict enforcement is demanded.

Resolved : That a copy these resolutions, together with a list of the members of the association, be printed and forwarded to all manufacturers and dealers in plumbers' supplies in the United States and Canada.

Resolved: That a committee be appointed to correspond with the Master Plumbers' National Association of the United States, and also the General Association of the Dominion, for the purpose of affiliation with these organizations of master plumbers.

AMENDMENT.

Resolution No. 4 amended so as to read: That any manufacturer or wholesale dealer dealing in wrought iron pipe, who sells to consumers, other than mines, railways, gas works, electric light works, sugar refineries, cotton factories and steamboat companies, shall not receive our patronage.

We, the undersigned manufacturers and dealers, do hereby agree to conform to the foregoing resolutions.

It will be gratifying to the trade to know that the above document has been adopted by all the manufacturers and dealers in Nova Scotia. One of the two large firms in St. John has signed it, and the other will likely do so. A number of manufacturers

and dealers throughout Quebec and Ontario have returned the circular with their names appended.

John Borton, president of the Halifax association, is enthusiastic over the proposed association for the Dominion of Canada. He feels that it is bound to come.

HALIFAX TRADE GOSSIP.

CUT nails were advanced on Monday from \$2.20 to \$2.60 base. Wire nails also advanced 7 per cent.

A change has been made in the business of A. M. Bell, wholesale and retail hardware. A. B. Wiswell, for many years in the employ of the firm, has been admitted to partnership, and the firm will hereafter be known as A. M. Bell & Co. Mr. Wiswell is a young man of the highest standing in the community. The new firm have the good wishes of all.

Hoben & Wooten have opened at 154 Granville street, in household hardware, stoves, tinsmithing, general plumbing and heating. The firm is composed of Charles R. Hoben, formerly with Emerson & Fisher, St. John, and G. A. Wooten, for eight years in business in Antigonish. The Antigonish business has been sold to James Dumphrey, who was the foreman. The premises on Granville street are large and well adapted for the business. A new elevator is being put in, which will run to the fourth storey, or work room. The firm have started with a fine stock of household hardware, stoves, etc., and are already working up a good business.

Halifax had a \$150,000 fire on the 1st inst., and a \$10,000 one on the 3rd., but no hardware firms got scorched.

Screen Doors . . .

Screen Windows (Adjustable)



The door we are handling this season is 7/8-inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, Mar. 6, 1896.

HARDWARE.

THE volume of business in general hardware during the past week has shown but little increase in activity. The changes in wire nails and cut nails led to some slight increase in orders for forward account, but the volume of business is not by any means as large as it was at the same time last year. Other lines furnish nothing notable, plain and barb wire receiving moderate attention on future account, horse-nails and horseshoes being dull and cutlery moderately asked for, and chain, draining and harvesting tools and tinware are only quiet.

WIRE—No great activity is looked for until the middle or close of the present month, but orders for forward delivery have been freer during the week. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Fair orders are being booked for forward shipment, but the actual movement is small. We quote as follows: Barb, \$3 12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—There has been little change in demand, the increase in orders since the advance being inappreciable. Discounts now are 75 f.o.b. Montreal, and 70 and 12½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

CUT NAILS—Makers note some fair sized orders for these, but the demand both for forward and prompt shipment is less than it was a year ago. The base price for these was advanced 10c. to \$2.60. f.o.b. Montreal, freight prepaid in Ontario where rate does not exceed 25c. per 100 lbs., car lots 10c. rebate.

HORSE NAILS—Business in these continues inactive, with discount 55 per cent.

HORSESHOES—Without activity. We quote: Iron \$3.50, and steel \$4.75 to \$5.75.

TACKS—Remain as they were last week.

SCREWS—Quiet and unchanged. Discounts: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—Copper and brass wire in small lots has been enquired for. Discounts range from 10 to 12½ per cent.

ROPE—Business is quiet and prices here the same from jobbers' hands: Sisal, 6¼ for 7-16 and upwards; pure manilla, 9c. for 7-16 and upwards.

BELTING—Quiet, with discounts 45 per cent. on standard, 40 per cent. on extra, and 50 per cent. on No. 1.

CUTLERY—There has been some ordering on spring account, but the volume of orders is still small.

SPORTING GOODS—Business in this line continues quiet.

CHAIN—Business in coil chain has been fair, while cow ties have ruled quiet.

GREEN WIRE CLOTH—The base price of green wire cloth ranges from \$1.50 to \$1.60, according to quantity, the inside being for good sized lots.

PLUMBERS' SUPPLIES—Present little or no life at the moment.

TOOLS—Draining and harvesting tools are the only descriptions in any enquiry.

BUILDING PAPER—Quiet and unchanged. We quote: Plain, 50c. per roll; tarred lining, 60c.; tarred felt, \$1.60 at mill per 100 lbs. For car lots these prices can be shaded.

TINWARE—Business is of a featureless character.

CEMENT—Continues the same. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05. Enquiries for import are coming in, but no trade has been done.

FIREBRICKS—Firm as before at \$17 to \$21 per 1,000, as to brand.

METALS.

There has been no change in the heavy iron or metal market during the week, business in pig, in fact, all lines, being almost motionless, both for import and otherwise. The tone, however, with the single exception of the feeling in tin plate continues firm, and there has been no quotable change in the latter.

PIG IRON—Business continues dull and values are unchanged. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglinton, \$18.50, and Ferrona, \$17.50.

BAR IRON—The market is still quiet, the base price remaining \$1.55 to \$1.60, f.o.b. Montreal.

SHEET STEEL—Going out only for actual wants in small lots on the basis of \$2.75 per 100 lbs. for 8 to 16 gauge.

SHEET IRON—There is nothing doing except for positive requirements. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Business quiet with the exception of some import orders. Spot basis is unchanged at \$5.75 per 100 up to 20 gauge.

PIG LEAD—Firm in tone, but business is very quiet at \$3.25 to \$3.50, as to quantity.

Splendid Oil Cook—

"The Splendid" embodies the experience and improvements of the past twenty-five years. **Powerful 8-inch circular burners.** Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. **Steel top and frame.** Roasting, baking and broiling can be done to perfection. **No odor. Made in 3 sizes—1, 2 or 3 burners.** All operations are of the greatest simplicity. **A child can operate.**

The McClary Manufacturing Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths

ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**The Dominion Wire
Rope Co., Ltd.**

164 St. James Street

(Send for 1896 Catalogue) **MONTREAL**

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto

THE

Eureka Refrigerator,

PATENT.

Manufactured by the
**Eureka Refrigerator
Co., of Toronto.**
54 Noble St.

Wilbert Hooey

Manager

This cut shows our grocer
refrigerator in three sizes.

We also keep in stock a
large assortment for family
use.

Send for Catalogue.



TO WHOM IT MAY CONCERN:

Gentlemen.—The National Ore and Reduction Company is looking up a suitable location, accessible to water and railroad shipping facilities for the Chemical Reduction and Refining of Bauxite, Copper, Nickel and Cobalt, Silver, Lead and Gold ores, and the manufacture of Aluminum, Nickel Alloys and Chemical Composites.

We hereby propose to erect a 40-ton daily capacity Manufacturing Works at your town on provision that your citizens donate to the National Ore and Reduction Company a 5-acre building site, title to be given when the Works is ready to turn on steam, and to raise one-third (1/3) of the necessary amount of money by subscription to cover the expenses of erecting the buildings and machinery, which will cost, net figures complete \$5,500, not exceeding \$6,000.

This money is not asked as a donation or as a gift, but as a subscription to the Treasury Stock, par value \$10 per share; said Treasury Stock to be redeemed within one and two years time by the National Ore and Reduction Co., paying the subscriber or holder of said stock from date of issue six per cent. interest, payable semi-annually, but the reason this proposition is made is: because there is no stock for sale in this Company, but to enable you to have these Works located there, which will employ not less than 20 to 25 men directly at the Works per day, and 50 to 55 more indirectly on and around outside the Works.

We—the National Ore and Reduction Company—hereby agree to issue from our Treasury Stock the necessary amount, not to exceed one-third (1/3) actual cost of plant, and redeem the same at six per cent. interest per annum, as per above agreement.

Representative Wanted.

National Ore and Reduction Company

415 Locust Street

ST. LOUIS, MO.

LEAD PIPE—Quiet, at 7 to 7½c., discounts, 30 per cent.

GALVANIZED IRON—Fair import orders are noted, but the actual spot and jobbing movement is almost nil. We quote 4½ to 5½c., as to brand.

INGOT TIN—Business is dull, but prices steady at 16c.

INGOT COPPER—There is no change in copper, which rules steady at 10 to 11c.

SHEET COPPER—Fair jobbing demand, at 15½ to 25c.

IRON PIPE—No activity to note in this line.

CANADA PLATES—Business has ruled quiet for import, and there is little doing from stock. We quote: \$2.15 to \$2.25.

TIN PLATES—The tone continues easy and business is quiet. Import contracts so far have been away behind those of last spring, in fact, few of importance have been put through. Jobbing business is hardly noticeable at \$2.65 to \$2.75 for cokes and \$3.25 to \$3.65 for charcoal, as to grade.

TERNE PLATES—Remain essentially as they were at \$5.75 to \$6.25, as to brand.

SOLDER—Dull and unchanged at 11½ to 13c.

SHEET ZINC—Precisely as it was last week, with trading small at 4½ to 5c.

SPELTER—Unchanged and dull, at \$4.50 to \$4 75.

ANTIMONY—As it was at 10c., almost without movement.

GLASS.

The trade in glass continues quiet, and in spite of the firm feeling that has prevailed abroad for some months, the volume of import transactions to date are generally admitted to be considerably behind those of last year. The actual jobbing movement also is small. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Manufacturers report a good volume of business in all departments for forward shipment at steady prices with the exception of linseed oil, which is reported 1c. easier.

WHITE LEAD—Steady. We quote: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

RED LEAD—Remains quiet. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, in casks, 3¾c., and kegs, 4c.

ZINC WHITE—Continues steady for pure at \$7, and No. 1, \$6 50.

LIQUID PAINTS—Ruling range is unchanged at \$1 to \$1.05 for first, with seconds 90c.

VARNISHES—Without alteration.

PARIS GREEN—In active request. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

Old Metals . .

SUCH AS

**Copper, Brass
Lead, Zinc, Iron**

Find a CASH BUYER in

W. G. HARRIS

25-31 William St.

Toronto, Ont.

TELEPHONE 1729

Dayton

See the design
of this wheel—
it's stylish

Dayton

Examine the
finish—it's
beautiful

Dayton

Try its riding
qualities—
You'll be de-
lighted

Send for Catalogue.

J. & J. Taylor

TORONTO.

LINSEED OIL—Single barrels have been marked down to 54 to 57c.; 5 barrel lots 1c. lower.

TURPENTINE—Quiet at 45c.

RESINS—Quiet. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

There is no change in heavy chemicals. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

The market is firm, and the discount on Canadian has been reduced, being equivalent to an advance of 1 per cent. We quote as follows: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

The hide market is quiet and unchanged. We quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c.

ASHES.

Business in ashes is quiet. We quote: First pots, \$3.50; seconds, \$3.75, and pearls, \$5.

MONTREAL NOTES.

The W. H. Cottingham Co., Ltd., have some handsome thermometers, which they will present on mention to consumers of Pratt & Lambert's varnishes, manufactured by the Cottingham Varnish Co., Ltd., Montreal, who write them mentioning **HARDWARE AND METAL**.

J. A. Watterson, the well-known metal broker, Board of Trade, Montreal, is expected back from an extended trip of over a month in the Maritime Provinces. Mr. Watterson will be in his office, in the eastern wing of the Board of Trade, next week.

W. McLennan, representing the Nova Scotia Steel and Iron Co. in Montreal, returned from a trip up the Ottawa Valley and Eastern Ontario last week. Mr. McLennan considers that business in heavy steel and pig iron has seldom been duller at this season than it is at present.

Victor Kafod, representing Wm. A. Hall, Bellows Falls, Vt., has now in stock a supply of "Indurine" inside paint, a substitute for oil, paint, and whitewash. It mixes readily with cold water. It can be applied by any one, to any kind of surface, with any kind of

brush; producing a hard and flexible enamel finish; cannot be washed off; will stand rain and weather exposure; has nearly all the advantages of oil paint at a fraction of the cost; furnished in pure white and many colors; does not set; everybody and anybody can use it, and its field is unlimited; will last for years, and is unaffected by gases; one coat covers better than two coats of oil paint or whitewash; it will not rub, scale or crack, nor will it soften with age or moisture, nor discolor. Supplied in barrels, half-barrels, and quarter-barrels. Nothing like it. Every pound guaranteed.

The Dominion Leather Board Co., St. Alexis street, have some handy samples ready of their well-known friction pulley board and roofing, sheathing and flooring felt material. Buyers can have a sample sent by writing to St. Alexis street and mentioning **HARDWARE AND METAL**.

ONTARIO MARKETS.

TORONTO, Mar. 6, 1896.

HARDWARE.

TRADe is better than it was a week ago; but it has by no means yet reached a stage where it can be called active. Although traffic in the country is not impeded nearly as much as it was by snow blockades, yet all is not plain-sailing, travelers frequently not being able to reach their customers as advised by card they would. Trade is looking up a little in wire and nails. An exceedingly good demand is reported for spades, shovels, scoops, etc. As far as prices are concerned, there have been but few changes. Copper rivets have been reduced 10 per cent., and building paper is about that much higher. Payments, if anything, are a little better, but they are, however, far from satisfactory.

WIRE—Quite a few shipments of ordinary fence wire have been made during the past week, and there are still a number of orders on the books of the dealers for shipment between this and the end of the month. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—While a little improvement is to be noted in this line, shipments so far have not been very numerous. An improvement is, however, looked for within the next few weeks. We quote as follows: 3c. per lb., plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days, freight prepaid on 10 keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade has improved nicely. Some orders have been shipped, but most of the dealers are withholding shipments till the second week in March. Discount 70 and 12½ per cent.; delivery made on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

CUT NAILS—Not a great many orders have been booked since the advance. The orders that are on the books will have to be shipped next week. We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade shows a little improvement, but the volume of business is light as yet. Discounts 55 per cent.

HORSESHOES—Trade in this line is about as quiet as ever. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER AND BRASS WIRE—Have been going out freely, although quantities are not large.

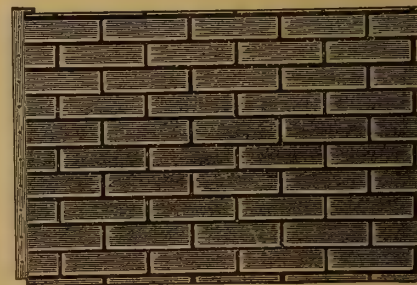
COPPER RIVETS—Prices have been reduced 10 per cent., the discount now being 50 per cent. off instead of 45 per cent.

ROPE—Prices are unchanged at last week's reduction. Business is light. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—As the lumber mills are being put into condition for next season's operations there is naturally some call for belting, and dealers report a fair trade. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

TACKS—Trade continues quiet and featureless.

EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.



WE MANUFACTURE

Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.

Send for new Catalogues.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CUTLERY—Business remains much about the same as a week ago, a fair quantity of orders for the season still being received.

SPORTING GOODS—There is nothing new to note, business still being at a standstill.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—There is nothing to note beyond the fact that orders for forward delivery are still being booked. The reduced price of \$1.50 per 100 square feet still obtains.

COIL CHAIN—Some very low figures are being quoted on American steel chain for booming and rafting purposes.

PLUMBERS' SUPPLIES—There is a fair trade doing on country account, but city business is quiet.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—A fair trade is being done at from \$26.50 to \$27.

CHURNS—Quite a number of shipments have been made during the week, mostly from factory. Orders are beginning to come in more freely now. Discount, 70 and 5 per cent. f. o. b. factory and 70 per cent. from stock.

TOOLS—The demand has been exceedingly strong for grain scoops, and a good business is reported in spades and shovels.

BUILDING PAPER—Another advance is announced in price. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Trade is fair but without special feature. Discounts are unchanged at 65, 10 and 70 per cent.

TINWARE—Quantities going out appear to be fair.

MILK CAN TRIMMINGS—No particular change has taken place, the volume of business still being behind that of last year. Discounts: 25, 10 and 7½ per cent.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS

Trade in metals is relatively more active than in general hardware. Sheet steel and black iron are active. The demand for tinned plates and sheet zinc shows some im-

Corrugated Galvanized Iron

Any size Sheets up to
96 x 33 inches

**ROOFING
SIDING
CEILING AND
FENCING**

**NOW IN STOCK
22, 24 and 26 Gauges**

**QUALITY UNEQUALLED
PRICES RIGHT**

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD.,

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

provement. Orders for bar iron are coming in more freely, and more enquiries are heard for tinned iron.

PIG IRON—There have been some offers of pig iron from the Hamilton furnace this week at \$17 Toronto. Niagara brand pig is nominally unchanged at \$18.30 for No. 2 and \$18.80 for No. 1. We hear of no transactions, there being no demand.

BAR IRON—Orders are coming in more freely. We quote \$1.70 to \$1.75 as the base price for small lots.

SHEET STEEL—Trade continues fairly brisk. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, ¼c.

BLACK IRON—Demand continues fair. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—The enquiries are increasing and a number of orders are being received daily, although the quantities wanted are only small. Business in this line is, of course, regulated largely by the demand for milk can trimmings. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

PIG LEAD—Business is quiet, with prices unchanged at 3¼ to 3½c.

LEAD PIPE—There is the usual trade doing in small quantities. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Business is still fairly good, although the quantities going out are not so large as they were. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT COPPER—Some large shipments have been received during the week, which has relieved the scarcity which previously obtained. Shipments of round lots

are reported. Prices are unchanged at 11 to 11½c. per lb.

INGOT TIN—The demand has been fair, although the quantities going out have not been so heavy as a week ago. We quote large lots at 16c., and small lots at 16½ to 17c.

SHEATHING COPPER—Is going out fairly well. Prices show an advance of 1c. per lb. We now quote 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—The market is slightly easier, and the demand is not as good as it was. We quote: Canadian, ¼ to ¾ in., 67½ per cent.; ½ to 1¼ inch, 65 and 10 per cent.; 1½ to 2 inch, 70 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvanized, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Business continues quiet. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70.

TIN PLATES—Trade is a great deal better, both in coke and charcoal. Prices are firm and unchanged. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—The improvement noted last week has been maintained. Prices are unchanged. We quote: Cask lots, 4¼c.; smaller lots, 5c.

ZINC SPELTER—Dull and at unchanged

prices. We quote: Domestic, $4\frac{3}{4}$ c.; imported, $4\frac{1}{2}$ to $4\frac{1}{2}$ c.

ANTIMONY—Is dull at 10 to $12\frac{1}{2}$ c., according to quantity and quality.

OLD MATERIAL.

Trade is quiet and without special feature. We quote: Agricultural scrap, 50 to $52\frac{1}{2}$ c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, $32\frac{1}{2}$ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to $7\frac{1}{2}$ c. per lb. (bottoms), heavy scrap copper, 8 to $8\frac{1}{4}$ c.; new light, $7\frac{1}{2}$ to 8c.; light scrap brass, 4 to $4\frac{1}{2}$ c.; heavy yellow scrap brass, 5 to $5\frac{1}{2}$ c.; heavy red scrap brass, $6\frac{1}{2}$ to 7c.; scrap lead, 2c.; zinc, $1\frac{3}{4}$ to 2c.; scrap rubber, $3\frac{1}{2}$ to 4c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

The import business is about over, and there is scarcely anything doing from stock. We quote: For import, \$2.10 to \$2.15 first break in 100-foot boxes; from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

There is every prospect of the paint and color trade soon experiencing a brisk revival of business. Stocks are much attenuated, and orders are commencing to swell with profitable details—a refreshing change from “non-profit-sharing” business, which has been a marked characteristic of trade in this department so far. White lead is being enquired for, and some heavy sales have been made at the minimum of \$4.75 per 100 lbs. for pure. Red lead is scarce; and 4c. in casks, with the usual advance for kegs, is the inside figure. Dry colors are unchanged. Paris green continues to gather strength, and a scarcity is hinted at in some quarters, which will probably lift the selling price to 20c. per lb. Manufacturers of Paris green have a large tonnage booked, and are shipping as fast as it can be turned out. The essential chemicals necessary for making this insecticide are firmly held, and no concessions can be obtained, even for large lots. Putty is in fair demand on the basis of \$2 per 100 lbs. in bladders. Coach colors and decorators' requisites show some activity.

WHITE LEAD—Ex Toronto we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, $4\frac{1}{4}$ c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to $14\frac{1}{2}$ c.; 50-lb. drums, $14\frac{1}{2}$ to 15c.; 1-lb. packages, $15\frac{1}{2}$ to 16c.; $\frac{1}{2}$ -lb. packages, $17\frac{1}{2}$ to 18c.; $\frac{1}{4}$ -lb. packages, $19\frac{1}{2}$ to 20c.; Paris white, 90c.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 4 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 4 to 9 barrels, 57c.; freight allowed.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 4 to 9 barrels, 45c.; freight allowed.

CASTOR OIL—In cases, $6\frac{1}{2}$ c. per lb. and $6\frac{3}{4}$ to 7c. in small lots.

SEEDS.

The export demand for alsike dropped off about a week ago and prices here declined about 25c. per bushel. In red clover there is not much offering and the demand is limited, with prices easier. We quote jobbers paying prices at outside points: Alsike, \$3 to \$4.25 per bushel; red clover, \$4.80 to \$4.90.

HIDES, SKINS AND WOOL.

HIDES—Are steady, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 6 to $6\frac{1}{4}$ c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade quiet. Fleece nominal at 21 to 22c., and rejections 17 to 18c. Pulled supers are $20\frac{1}{4}$ to 21c., and extras $22\frac{1}{2}$ to 23c.

PETROLEUM.

Trade is still fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $16\frac{1}{2}$ c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Building paper is 10 per cent. dearer.

There is an easier feeling in iron pipe.

Copper rivets are 10 per cent cheaper.

Stove manufacturers report trade quiet.

Sheathing copper is about 1c. per lb. dearer.

The Metallic Monument Company, Ltd., Toronto, is applying for charter of incorporation.

Jeffrey Bros., hardware, stoves, etc., Stratford, are offering to compromise at 35c. on the dollar.

Sanderson Percy & Co. are this week in receipt of a shipment of window glass via Boston ex “Storm King.”

H. S. Howland, Sons & Co. are in receipt of a shipment of Joseph Elliot & Sons' cutlery and back orders for “C. & C.” razors, butchers' knives, etc., will be filled as soon as possible.

A good deal of rubber gas tubing for the summer trade has been going out during the week at from $5\frac{1}{2}$ to 6c. per foot. The price is a little lower than a year ago.

To keep pace with their growing city trade, the Canada Paint Co., Toronto, have been compelled to order the Bell Telephone Co. to string an additional wire to their factory at Leslie street.

M. & L. Samuel, Benjamin & Co. are closing out some lines of dog collars and are offering same at very low figures. They will be pleased to quote prices on application.

D. Startup, hardware merchant, Yonge street, Toronto, has leased the adjoining store in addition to the one he now occupies, and intends to increase his sphere of

SITUATIONS WANTED.

AS HARDWARE SALESMAN or Bookkeeper.—Long experience, highest references; young man. “BRIGHT,” care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, “C.” HARDWARE AND METAL office, Toronto.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance**. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CHARLES H. RICHES

Solicitor
of

PATENTS

Canada Life Bldg., King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

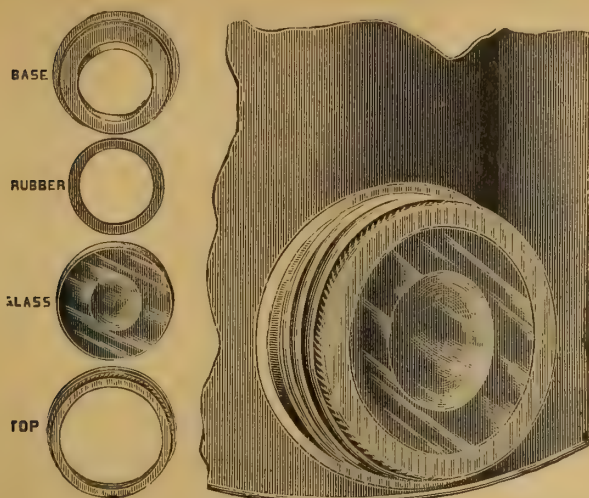
Grain

AND

Root

BASKETS

THE OAKVILLE
BASKET CO.



PATENT APPLIED FOR.

BULL'S EYE CREAMER GAUGES

Hit the Mark at Last

Something the country has been looking for—a Creamer Gauge that cannot leak and that can be easily cleaned.

... STRONG, NEAT AND DURABLE ...

Takes less time to solder than old-style gauge. No risk of breaking the glass. Soldered from inside of can and leaves no place for sour milk to lodge. Can be taken apart to wash and have every part thoroughly scalded out. Parts interchangeable and can be replaced at small cost,

Diameter of Glass 2 inches.

THE THOS. DAVIDSON MFG. CO., LTD., MONTREAL

operations. Mr. Startup evidently thinks the department store need not frighten anyone who know their business and can manage it correctly.

M. & L. Samuel, Benjamin & Co. have just taken into stock a shipment of sheep shears. These are of American make and are full polished. They are stated to be the cheapest reliable shears that have ever been offered to the trade. The present shipment includes the following sizes: 5½ and 6-in. bent, and 5-in. straight.

UNITED STATES MARKETS.

NEW YORK, March 6, 1896.

PIG TIN—In this market dealings were on a very moderate scale, and prices underwent no change of importance. Speculative contracts calling for delivery this month did not appear to be salable at a better price than 13.30c., and buyers were extremely few. Still f.o.b. prices were well maintained at 13.40 to 13.45c., as to size of lot, despite the fact that business continues rather slow and the demand sluggish. The impression is, therefore, strengthened that spot stocks are under remarkably good control and holders firm in the determination to yield nothing that is not forced by the movement in the London market.

COPPER—Buyers seem rather backward,

and neither export nor home trade purchases are anywise liberal at the moment. Still the output is taken up so closely that no considerable amount of copper comes upon the market and prices are held firmly. The range quoted was 11¼ to 11¼c. for Lake Superior ingot, 10¾ to 10¾c. for casting stock, and 10¾ to 11c. for electrolytic. London advices by cable indicated a slower market there, but quoted only slight change in values. The European statistical position is made to appear very strong. The visible supply is put at 43,460 tons, and made to appear 2,650 tons smaller than it was a month ago. Deliveries show a remarkable increase, the total for February being 17,000 tons, against 12,000 tons in January and 11,800 tons in December.

PIG LEAD—Transactions are still on a very moderate scale in this quarter, but no great amount of lead is offered and prices remain steady at 3.22½ to 3.25c. for western common. London cable quoted £11 7s 6d for soft Spanish.

SPELTER—A moderate business only is passing here, and there are few inquiries, the most of which are for moderate quantities for early delivery. Prices are easy at 4.05 to 4.15c, as to brand. London cable quoted £14 17s 6d. for good merchant brands.

ANTIMONY—The market remains quiet but steady, with prices at about 7¾ to 8c. for Cookson's, 6¾c. for Hallett's, and 6¾c. for Japanese, in wholesale quantities.

TIN PLATE—Orders still come this way slowly and are small in size, with deliveries further ahead than thirty days rarely involved. Prices are still unsettled and rather weak.

IRON AND STEEL—In the pig iron market the conditions are practically the same as outlined yesterday, business being only fair, while prices are more or less weak on No. 2 foundry and lower grades.

Competition in nearly all forms of finished products continues sharp, and, while business is fair, the trading basis is quite as low as the inside figures prevalent for crude material. The only exception is in the instance of steel rails, they being held up by the combination in the face of poor business.

PERSONAL MENTION.

Mr. Henry A. Taylor, manager of the American Screw Co., 19 Lake street, Chicago, spent Wednesday in Toronto. It was Mr. Taylor's first visit to Toronto, and he spent most of the day touring the city and visiting the principal places of interest. He was favorably impressed with what he saw of Toronto. "It is a very clean city," he remarked.

Mr. Arthur H. Symonds, of 71 Yonge street, Toronto, is making a business tour of the Lower Provinces.

Mr. Geo. Hope was in Toronto on Thursday, in the interest of the Hamilton Smelting Works.

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

SUMMER FREIGHT RATES.

WHOLESALE merchants are talking a good deal at present about the lateness before the summer rates come into force. They are quite agreed that if the railway companies made the summer freight charges to take place from the 15th of March instead of the 1st of April, it would be the means of not only helping them, but it would also be more profitable to the railway companies.

Those in favor of the earlier date claim that the merchants throughout the country would be able to get to the various stations with greater ease. The roads about the middle of March are in a better condition for hauling, whereas by the first of April they are generally, if not always, in such a condition that the expense of teaming is considerably increased.

Navigation opens about the first of April, and rather than be put to the inconvenience of bad roads, they wait until they get the cheaper rates from the navigation companies and ship by boat.

Would the railway companies not help the merchants in this matter? To make the date the 15th of March would mean that the outside merchant could get his goods much more easily. Naturally, he would secure his goods at the earliest opportunity, and this would be by rail.

The railway companies would meet the

wishes of a large section of the business men by making the date a little earlier.

PORTABLE STEAM HAMMERS.

THE most useful tool for shipyards is the portable steam hammer for welding up stern and rudder frames, says a writer in Cassier's for March. It has always been a most difficult and rather imperfect operation to unite these parts properly by hand hammers, and they are usually too broad to be accessible to the ordinary fixed steam hammer. Two large parts of a stern frame have usually to be heated in situ, while placed together in the position which they are to occupy when welded. They are heated at the parts of the junction in open fires. When brought up to a welding heat the fires have to be withdrawn quickly, and the piece called a "glut" is brought at a welding heat from another fire, and is hammered into the space where the joining takes place. This has usually been done by a heavy sledge-hammer having three or more shanks, and handled by as many men. But by this mode the welding is very unreliable.

The hammer is much too light to make a solid weld, and the work is done at a great disadvantage, and with harassing labor. The portable steam hammer has altered all this. It resembles the ordinary smithy steam hammer, except that, instead of the cylinder being attached to a fixed column, it is carried by a jib, like a crane, can be raised or

lowered, swung around, or moved to and fro until it is exactly over the work, and by a few heavy blows the welding is done most effectually. The workman who manipulates the hammer and the racking gear is stationed at the base of the crane, quite out of the way.

This movable steam hammer has rendered the welding of stern frames and similar forgings quite an easy and satisfactory operation. It was first brought out by Messrs. Bennie, of Glasgow, and was first set to work on stern frames in the works of the Parkhead Forge Co. of that city. The kind of work this hammer does could not easily be executed by a hydraulic press.

THRIVING CONCERN.

The annual meeting of Rhodes, Curry & Co., limited, was held at Amherst recently. The past year's report stated in round numbers a net profit of \$25,000 was made, which, added to the amount from the previous year, made the profit and loss account \$32,000. Of this amount they proposed to carry \$10,000 to reserve account; declare a dividend of 7½ per cent. on the capital stock paid April 1, 1896, and leave an amount of \$10,000 to profit and loss. In moving the adoption of the report, President Curry stated that the turnover for the year was about \$500,000; that about \$120,000 was paid out in wages and \$30,000 for freight, and that there were orders in to keep the works running for three or four months, and fairly good prospects for more.

The old Board of Directors were elected as follows: N. Curry, N. A. Rhodes, J. C. Robertson, St. John, and Charles Archibald, Halifax.



A charming creation

of the printer's art, enclosed in an original and handsome lithograph cover, will in a few weeks be issued from the office of THE HARDWARE AND METAL MERCHANT. This will be our

Special Spring Trade Number

and will be of greatest interest to the hardware trade, both wholesale and retail.

Applications for advertising are now being filed. If you want extra space, remember the old saying about "the early bird."

FORMS CLOSE APRIL FIRST

CREDIT AND CAPITAL.

WHEN a man of little or small capital and of doubtful business character is able to secure extensive lines of credit, says Timberman, and when this ability is so easily acquired that every day we hear of failures involving large amounts of money in which the liabilities are altogether disproportionate to the assets, there must be something wrong in the commercial system; and it is a matter of wonder that financiers and business men have not developed some plan by which more accurate information may be obtained as to worthiness of credit, and the path of the either reckless or fraudulent operator made less easy.

Much is written in praise of the modern credit system, but it very evidently has its weak points. Bankers, who are supposed to be especially conservative and have especial means of information, seem to be as often deceived as others; and though they are more often protected than are individual creditors, too often it is plain that they have extended credit out of all proportion to the merits of the case. Witness the wiping out of \$1,000,000 from the surplus account of the First National Bank of Chicago during the last year. Its capital was \$3,000,000 and its surplus \$3,000,000, but all of a sudden the announcement was made that \$1,000,000 of the latter had been charged off. Lumbermen know where and how part of that \$1,000,000 has gone.

It is not merely the careless or inexperienced business man who is caught in these ways, but those who are considered among the most conservative and experienced often have to admit that they have been victimized or have allowed their itching to do business to get away with their better judgment.

Some particularly bad failures in the lumber trade have shown a list of creditors that amounted to an elite directory of that business. In the famous failure of McCorkle & Shipman, of Chicago, this was strikingly illustrated, though the failure was not so large in amount as many others. That was a firm composed of bright, active young

men, with no capital to speak of—probably not more than \$5,000 between them—which secured credit in moderate amounts from fifty or more of the best lumber manufacturing concerns of the northwest, and failed with liabilities of about \$110,000, if we remember rightly, and practically no assets. The bait held out to those from whom they wished to buy was high prices and plausible statement. Perhaps their clever tongues and winning ways were chiefly responsible for their success. Similar was the history of a dealer whose collapse was but recent. With little or no capital he secured accommodations from banks and credit from lumbermen to the extent of about \$225,000.

Perhaps it is not the commercial system which is at fault after all. There is, and can be, no law to prevent a business man from selling to anyone whom he chooses to trust, and it is the persuasive tongue and pleasing address of the irresponsible operator and the sympathy which exists in most men for one of such characteristics that accounts for his success.

At the same time in all of these failures the fact of misrepresentation is apparent. Statements are made or impressions sought to be established as to financial standing and responsibility that are not in accord with the facts. In this direction it would seem that there should be some greater protection for the business public than at present exists. The commercial agencies are themselves deceived. Under ordinary circumstances they can only tell what is told them by the individual in question. If he be a rogue, and his purpose is to defraud, he will, of course, misrepresent these points; but even where commercial agencies have warned customers such warnings did not always avail as against the plausible, personal misrepresentation.

The remedy for these commercial evils, we believe, must lie in the development of a public sentiment which will demand that misrepresentation shall be punished. Business men who are the victims of such schemers should sacrifice their pride or possibility of a small salvage to secure to fraud-

ulent operators their just deserts, and the laws, if necessary, should be so amended and made so explicit that there will be no delay or doubt about punishing the guilty.

Poverty is not a crime; the man without money has a right to do business if he can find, with frankness, anybody with whom to do business; but poverty has no right to masquerade as wealth, and where such a method is adopted, punishment should be swift and sure.

THE BRITISHER AWAKING.

The keenness of foreign competition is evidently compelling the English manufacturers in many branches of industry to bestir themselves in improving their means of production, and reconstructions of plant in various directions are just now giving a good deal of work to engineers. This, I understand, says a writer in Ironmonger, is especially the case in connection with the tinplate trade, some of the Lancashire engineers being very busy with orders for reconstruction of plant in the above branch of industry.

A farmer's lad at the feeding market got sixpence from his master to be home in time to feed the cows. The lad, looking at the coin, and with a broad grin on his face, said: "Eh, man, what a day I'll have among the lasses, if I dinna buy a knife."

A recruit was put on sentry the other night at the Barracks at Woolwich, who didn't know the exact ins and outs of the business. A good-natured chum brought him a sandwich from the Canteen, and just as he was about to eat it, up came the Major in mufti. The sentry did not recognize him, so the Major said: "What's that you are eating?" The sentry replied, "A sandwich, have a piece?" "Do you know who I am?" ejaculated the Major. The sentry said, "Perhaps the Major's servant, perhaps his groom." The Major—"Try again, sentry." The sentry—"Perhaps the old chap himself." The Major—"Right this time." The sentry—"Good heavens! hold the sandwich sir, while I present arms."

THE WOODYATT LAWN MOWER WITH A WOODYATT GRASS BOX

will enable your customers to

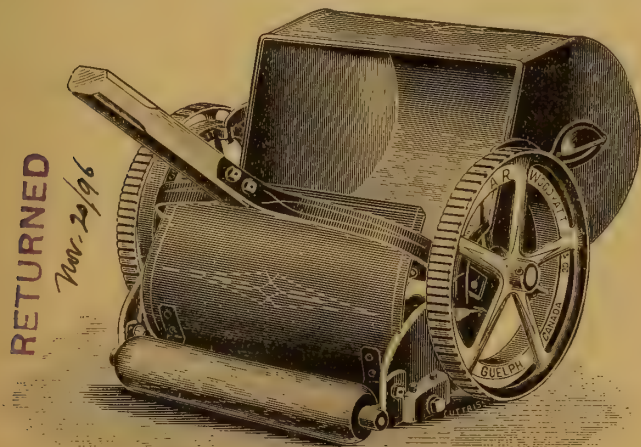
Have An Easy Time

KEEPING THEIR LAWNS IN FIRST-CLASS ORDER

THIS SUMMER

ARE YOU HANDLING THEM?

SOLD BY ALL THE WHOLESALE TRADE.



Confederation Life Association

HEAD OFFICE, TORONTO

The demand for a contract guaranteeing a fixed income for a term of years has led to the adoption by the Confederation Life Association of the Guaranteed Income Policy, under which is guaranteed to the beneficiaries, under the contract, or if policy is on the Endowment Plan, to have the insured, should he survive the period, a fixed annual income for ten years of \$100 per year, or for twenty years at \$50 per year, as the case may be, for each \$1,000 of insurance held.

All the benefits and privileges, such as Extended Insurance, Paid-up and Cash Values, etc., as at present given under the ordinary Unconditional Policy, attach also to the Guaranteed Income Contracts, and the fact that such a policy relieves the anxiety as to investment should make it very popular.

The Head Office or any of the agents of the association will be glad to quote rates on application.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

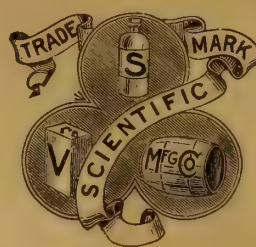
HEAD OFFICE, Toronto, Can.

VAPOR STOVES AND THE PRICE OF GASOLINE.

THE growth of the vapor stove industry is a remarkable illustration of the facility with which the American people adopt meritorious inventions. To the West belongs the credit of first appreciating the advantages of the new fuel and the saving in annoyance and labor it effected. However, it was not long before the more conservative East awoke to the utility of gasoline for cooking purposes and the wave of vapor stoves extended even through New England. The value and popularity of the new apparatus are unquestioned and the making of stoves of this kind has grown into an enormous industry. The Eastern insurance companies in the beginning interfered greatly with the use of gasoline for this purpose by charging higher rates, but each year there is less complaint from this source, and an enterprising dealer or householder who insists upon his rights can now in most localities secure a permit for the use of gasoline stoves at little or no extra cost. It was thought that when the insurance companies were won over the last obstacle to the introduction of gasoline stoves was removed, but now the manufacturers are confronted by a new difficulty the effects of which cannot be foreseen.

So long as the cost of gasoline remained low dealers could urge not only the convenience, but the economy of the new stoves in making sales, but as the price of gasoline advanced it became necessary to dilate more and more upon the feature of convenience alone. No general complaint on the score of fuel cost occurred till last year, when a sudden advance of two cents a gallon on gasoline proved sufficient to seriously check the sale of vapor stoves. The higher rates have been maintained till now, and complaints from all quarters are becoming increasingly frequent. The manufacturers are, of course, dissatisfied, but dealers who have built up a trade in these goods and consumers who have learned to appreciate the merits of the new stoves are likewise loud in their complaints, the one that their business is injured and the other that they cannot afford to pay so much for fuel. It is useless to expect that the producers of gasoline will supply it at the rates that formerly prevailed when it was little more than a waste product of the refineries. If they did so it would display a sad lack of business sagacity; but on the other hand it would seem to be unwise to force the price of this product above the point of general consumption, and so starve an industry which it would be no easy task to recuperate. We believe this matter is even now receiving the careful attention of manufacturers, and it is earnestly to be hoped that the result will be that those who are indirectly interested in the success of gasoline stoves will adopt a policy which shall foster and not check business in this important department of the stove trade.—Metal Worker.

WE MAKE
THE
STOVE PASTE
OF THE
CENTURY



The Scientific

Looks Well, Sells Well, Shines Well and Keeps Well.
Ask your wholesale house for it, or write us for prices.

SCIENTIFIC VARNISH MFG. CO.
Toronto, Ont.

WESTERN ASSURANCE COMPANY

Incorporated
1851.

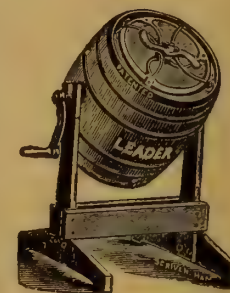
Fire and Marine

Capital - - -	\$2,000,000.00
Assets, over - -	2,375,000.00
Annual Income -	2,200,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

LEADER
CHURN



Our
Churns
for this
season
are first
class in every
respect
well bound
with six
hoops and
thoroughly dry.

WRITE FOR PRICES.

DOWSWELL BROS. & Co.
Hamilton, Ont.

Fencing Pliers



**THEILE & QUACK'S
FORGED STEEL
FENCING PLIERS.**

From all jobbers.

Get them and you get the best.

LAMPLOUGH & McNAUGHTON
SOLE AGENTS - MONTREAL.

J. WATTERSON

Merchant

Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

Alexander Macpherson & Son

Barb Wire,	Plain Wire,
Plyers,	Green Wire Cloth,
Sap Spouts,	Babbit Metals,
Skate Sharpeners,	Valves,
Skates,	Harvest Tools,
Nicholson and American Files,	
Cant Dogs and Handles.	

WRITE FOR PRICES.

378 St. Paul Street . . . MONTREAL

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it the best green made, and will have no other.

BEWARE OF COUNTERFEITS

SELLING ACCIDENT INSURANCE.

HE came into the office of a merchant in —, and with a cheery "Good morning," as of a familiar friend, pulled a chair up near the desk and sat down. The merchant eyed him for a moment, and quietly remarked: "Well."

"Yes, thank you," he replied, with a smile. "I hope you are well also."

It almost jarred the merchant out of his seat. "I did not ask you whether you were well or not," he said, getting hot, "and it is none of your business how I am. What I do want to know is what you want."

"I want a million pounds, and a palace, and a yacht, and a four-in-hand," he rattled away, "and while I am about it I may mention that I also want—"

"Confound you," angrily exclaimed the merchant, "what do I care what you want?"

"I don't really know," he answered in the best humor imaginable; "but I presume you did care, or you wouldn't have asked me."

"Come, come," stuttered the angry merchant, "this is past endurance. You are a perfect stranger to me, and you come in here and take up my time and talk like an idiot. What do you come here for?"

"For a few moments only," said the visitor, serenely, and with the same placid demeanor.

"Oh, did you?" and the merchant jumped out of his chair and started for him. "Well, if you don't get out in two minutes I'll break your head for you."

"Now, now you are talking business," calmly responded the visitor. "Come on, and break my head, and my arm, and my leg. That will lay me up for at least twelve weeks, and I'll get ten pounds a week from the finest accident insurance company in all this beautiful world of ours, sir—the very finest and surest, and most reliable and richest. I represent that company, sir. Don't you want a policy with us? Ten pounds a week if you are injured by any accident, and two thousand pounds cash and no commissions if you are killed. I carry two policies myself, and when I hear a man talk about using me as you threaten to do, I fairly beam with joy, and hope breaks out. I have been—"

"For pity's sake," interrupted the victim, "shut up. How much is a policy for a year? Give me one quick and get out, before I commit suicide and sue your company for the full value."—Exchange.

The bill respecting the Canada & Michigan Bridge & Tunnel Co. was considered in committee of the Dominion House a few days ago. Mr. Ingram, the promoter, moved an amendment to one of the clauses, that if the United States Congress or the Michigan Legislature pass legislation which compels the employment only of American citizens on the Michigan end of the bridge, then only Canadian citizens shall be employed on the Canadian end. Mr. McGregor supported the amendment, but Mr. Haggart said that notice of it should have been given. As it had not been, it was withdrawn, and the bill read a third time.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

Brushes

SPRING 1896.

NEW LINES NEW PRICES NEW GOODS

New catalogue now in press, ready
about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine.

The Best
Wall Coating
on the Market.
Sold by
Paint and Hardware
Dealers everywhere.

ALABASTINE

Is fully protected by letters patent. Dealers selling goods that infringe on our patents will be prosecuted for damages, as well as the makers. A word to the wise should be sufficient.

THE ALABASTINE CO. LTD.
PARIS, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE plumbing trade is fairly good at outside points, but in the city trade is about as dull as ever. The recent cold snap was not severe enough to do much harm, and consequently the plumber received little benefit from it.

* * *
PURITY OF LEAD.

There is a well established opinion in the minds of many plumbers, says Metal Worker, that a baser quality of lead is used for making pipe than is used for sheet lead. This, to a certain extent, is true. In listening to a friendly talk between two manufacturers of lead pipe and sheet lead, the fact was disclosed that the pig lead for making lead pipe was taken from exactly the same pile as that for making sheet lead. It is well known that in rolling lead into sheets it is absolutely necessary to have a well refined article free from impurities, so that it will flow smoothly and be of a uniform thickness. A special quality of sheet lead is made, however, which is known as chemical lead, in which a more highly refined lead is used than that which is made into the sheet lead of commerce. In making lead pipe, however, it is not an uncommon practice in many plants to use old lead. When this is done various grades of lead are likely to be found in the mixture, along with zinc, solder, brass and other foreign metals in small quantities. These impurities are not sufficient to greatly interfere with the efficiency of the pipe for ordinary purposes; but should the plumber find his wiping solder finer than is desirable he is taking some risk in using lead pipe for reducing its fineness, while no disadvantage is liable to attend the use of sheet lead for the same purpose.

* * *
LEAD GASKETS.

Many times in pipe-fitting practice lead gaskets are put into a flange or union couplings, under the supposition that they are the best material for that purpose and will last the longer because of being of metal and soft enough to be compressed into the uneven portions of the flange face, says Master Steam Fitter. Lead will act all right for cold connections, but when the fluid in the pipe is hot, like steam or hot water, the lead softens appreciably and will flow so that leaks will be found unavoidable under such conditions. The flow of metals under pressure or an increase of temperature is something interesting in connection with mechanics, although it should not be considered surprising in any way, for most metals soften and melt at easily obtained temperatures.

Lead gaskets are frequently used in joints on ammonia compression machines with the idea that they are the best for the

purpose, but such impression generally proves anything but satisfactory if the gaskets are used where the high temperature due to compression will affect them. Frequently the temperature of compression of ammonia runs sufficiently high to reach the melting point of lead, and in most cases, especially with dry compression, the temperature reached is so near the melting point of lead that the metal will flow and a leak will soon result.

When steam, water or other liquid finds a leak across a lead gasket it soon cuts a channel that makes it almost impossible to secure a tight joint afterward without the use of a new gasket.

Heat also affects lead pipes, and the temperature of hot water often causes the pipe to sag and expand, more especially if the hot water is under some pressure. This fact has been the cause of the ruination of many pieces of lead pipe work, and the annoyance that has resulted from the same cause in the case of gaskets has been sufficient to make the use of lead in such places more expensive than would have been that of any other kind of metal, no matter how great the first cost might be. For pipe joints, where the temperature is above that of boiling water, lead should never be used; neither should lead pipes be used for carrying water or other liquid of an equally high temperature.

* * *
HE DEFENDED THE PLUMBER.

At the recent convention of master plumbers of the State of Michigan, a feature was the defence of plumbers by a Saginaw newspaper man. He, in part, said: I suppose most of you, if not all, have seen that intensely amusing satire by Mr. Hoyt, in which the character of the plumber is depicted. As I look over the assembly and see the pleasant faces and the fine repast just served, I conclude that Mr. Hoyt has never been at a plumbers' convention and banquet, or he would never have described the plumber as "vile as he can be." The daily press of the country, and the humorous press also, have frequently taken occasion to have a little satire at the expense of the plumber. It is a matter that I have often wondered as to its origin. The plumber, I take it, is able to stand all these pleasantries at his expense, because the public have to stand a great deal at their own expense. Yet, the plumbers are pretty good men to have around. In fact, there is a gentleman down in Columbus, Ohio, who made the statement, "when we have the plumbers with us we need have no fear of any war with England, because the American plumber is able by one charge to stamp out the whole British Empire." I believe that there is no mechanical trade that requires a greater degree of mechanical excellence,

combined with intellectual effort for the proper performance of duty, than that of the master plumber. It is a trade that is inalienably associated with the welfare of the community, not only regarding its material interest, but regarding the healthful conditions of the community. The plumber who fulfills his position to the highest degree of excellence is that man who understands the scientific methods of sanitation. I take it that such associations as this are formed for the purpose of study and for mutual benefit, and to advance the interest of the plumbers; also, to elevate the grade of work to be expected. I know not what you have done in your executive sessions, but I take it that your whole object has been to secure in some measure enactments, local or legislative, that will benefit your own association, your trade and the public in general.

* * *
NOTES.

During the past month the building permits issued from the Toronto City Commissioner's office amounted to \$73,710, a decrease from last year of \$90.

Building permits have been issued in Toronto to Jones & MacKenzie for alterations to 316 Spadina avenue, to cost \$1,600; to Mr. J. G. Jones for alterations to Mission House on Phoebe street to convert into cottages, \$900.

"Practical Plumbing" is the title of a lecture delivered by Mr. J. W. Hughes, of the Montreal Master Plumbers' Association last evening, in Monument National, in connection with the series organized by the Council of Arts and Manufactures.

The Dominion Cabinet has under consideration the tenders for the erection of the west wing and dome of the Dominion Reformatory, at Alexandria. The lowest tenderer is Joseph Bourque, of Hull, his figure being \$50,000. The next lowest offer is that of Viau & Lachance, of Hull, at the price of \$117,000. The highest tender is \$180,000. It was announced in the House the other day that the estimate for the work is about \$100,000, but it will really cost more than that. It is claimed, therefore, that Bourque's tender is too low.

Chas. R. Hoben and Geo. A. Wooten have registered a partnership in Halifax to carry on business as plumbers under the style of Hoben & Wooten.

The assets of Alfred Bais, plumber, Montreal, are to be sold at auction.

Archambault & Therrien, plumbers, St. Hyacinthe, Que., have dissolved.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

SALESMEN MUST KNOW THEIR GOODS.

THE dull season of the year is fast drawing to a close, says Metal Worker, and the dealer who trades directly with the people will be receiving calls from prospective buyers. The traveling salesman report a fair batch of orders and an interested attention by the buyers, who, in addition to striving to secure the best price, were more than ordinarily careful to select goods which showed special features of merit and attractiveness. It is notable that some dealers have selected a very excellent line of goods, and have spared no trouble in becoming thoroughly aware of and conversant with all the details of their manufacture, operation and the field of their adaptability. Similar selection and just as much painstaking care have been used by dealers in other years, and yet at the end of the season it was impossible to show a profit. This is largely due to the fact that the attendant in charge of the place of business has not been properly instructed by his employer, and, not having a long experience or a deep interest in business, he is unable to do more than quote the price of the different articles displayed, and remark that some prominent citizen has purchased this or that article, with the seeming impression that this is a sufficient recommendation and explanation for the prospective purchaser to make his decision from. Some proprietors and buyers give the impression to their employees that they are interloping or eavesdropping if they evince a desire to hear the explanation and see the manipulation by the traveling salesman of what he is attempting to sell. How far this is wrong is seen in the lack of profit which is sure to attend the efforts of an uninformed salesman. A much better method is adopted by men of greater business penetration. They not only make it a point to become thoroughly informed of all the peculiarities and excellencies of their purchases themselves, but invite their employees to be present while the explanation is being made by the traveling man. It is unnatural to suppose that the average employee will be sufficiently interested in what he has to sell to have a lasting impression made on his mind of all the desirable features that he must bring to the notice of the customers of the house from hearing them explained one time. Some very successful business men have made it a point when selling to a customer to use this opportunity to give a lecture to all of the employees who are within hearing. The effect of this method is to little by little store in the minds of the younger salesmen a fund of information which returns large dividends in the interest taken by customers in these efforts to impress them with the desirability of what is brought to their notice. Nothing encourages the young salesman more than to be successful in making a sale.

At the annual meeting of the Pictou Charcoal Iron Co., held in New Glasgow recently, it was decided to expend the pro-

fits of the year in fitting up the works with two new puddling furnaces, steam hammer rolls for making puddled bars for use in rolling mills. The following shareholders were elected directors for the ensuing year: A. C. McDonald, H. M. Fitzpatrick, W. B.

More, J. D. McGregor and Major Markham. Eight thousand cords of wood for charcoal are being cut this winter, and wood choppers are much needed at Bridgeville, where the company's property is situated.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's

Dominion, and other brands.

Enquiries for IMPORT orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL

SPRITE CYCLES

LEAD FOR LOW PRICES

QUALITY FINISH

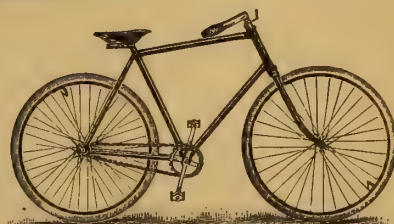
CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY,
London, W.C.

BRUSHES

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for PAINTERS', HOUSEHOLD, TOILET and STABLE USE.

Our Flexible Bridle for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

FRANCIS JANISSE, impliment dealer, of Sandwich East, has assigned to R. Peuchen. Liabilities, \$12,000; assets, consisting of real estate, about the same.

Wm. Spence, tinware, London, has assigned to M. F. Irwin.

S. Dionne, general merchant, St. Denis, Que., has assigned.

Geo. A. Torrance, tinsmith, Smith's Falls, has assigned to O. Carss.

R. J. Russell, general store, Ospringe, has assigned to E. Totham.

Jacob Silverstone, furs, Montreal, has compromised at 25c. on the dollar.

J. H. Tremaine, hardware, Truro, N.S., has been closed out under bill of sale.

D. Chaput, general merchant, Egypt, has compromised at 30c. on the dollar.

A. E. Iredale, general merchant, Fort Qu' Appelle, has assigned to H. D. McDonald.

B. L. & I. Vipond, coal, etc., Montreal, are offering to compromise at 25c. on the dollar.

W. R. Cuthbert, brass founder, Montreal, is absent, and a demand of assignment has been made.

H. E. Thornton, general merchant and baker, Tamworth, has assigned to T. E. Anderson.

Albert Vipond, general merchant, Hudson, Que., has compromised at 30c. on the dollar, cash.

F. P. Carey, general merchant, Ste. Sophie, Terrebonne County, Que., has assigned to Kent & Turcotte.

Napoleon Gingras, general merchant, St. Valere de Bulstrode, Que., has compromised at 50c. on the dollar, cash.

James Cowan & Co., the insolvent wholesale carriage hardware merchants, of London, are offering to compromise at 50c. on the dollar.

The creditors of W. M. Wightman, general merchant, Oshawa, will sell the stock to realize the amount of their claims. The failure is a large one, the liabilities being in the neighborhood of \$10,000, located mostly in Toronto.

Denton & Co., genenal storekeepers, of Mono Centre, have assigned to John W. Lawrence, of John Macdonald & Co. No statement has yet been prepared, but it is expected the assets and liabilities will be about on a parity.

Vincent G. Cornwell, of Colborne, general storekeeper, has assigned to W. A. Campbell. The assets are estimated in the neighborhood of \$9,000, consisting of stock valued at \$6,000 and book debts of \$3,000. Liabilities nominally the same.

The McCrea Harness Co., manufacturers of specialties, 48 Richmond street west, Toronto, assigned, Wednesday, to D. Blackley. The Company has been in difficulties for some time, and recently the creditors met to

receive an offer. This offer, it seems, was unsatisfactory, and an assignment followed. The stock of the concern is worth about \$2,000, and the book debts amount to \$600. The total liabilities are in the neighborhood of \$2,000.

CHANGES.

The business of Noel & Co., hardware, Quebec, has been sold to Auguste Couture.

The Canadian Aluminum Co., of Montreal, is about forming a joint stock company.

Smith & Mitchell, blacksmiths, Ashcroft, B.C., have been succeeded by Mitchell & Bryson.

L. D. Phelp is starting into business in Eastman, Que., as foundryman and machinist.

A. H. Dodsworth, furniture and undertaker, Beamsville, has sold out to John W. Brick.

Hunter & Moore, general merchants, Boissevain, Man., have opened out at Pilot Mound.

M. L. Gelby, general merchant, Notre Dame de Lourdes, Man., has discontinued business.

Edwards & Husband, general merchants, Moorefield, have been succeeded by W. Brampton.

H. A. Gilman & Co., general merchants, Mansonville, Que., are adding a millinery department.

Patterson & Lloyd, general merchants, Knowlton, Que., have been succeeded by G. M. Patterson.

Marie Sarah Marceau has been registered proprietress of the business of J. I. Garneau, tinsmith, etc., Levis, Que.

Belisle & Joanis are starting a grocery store at Bassin du Lievre, Que. Max Cousineau is starting a general store at the same place.

PARTNERSHIPS FORMED AND DISSOLVED.

Cuisson & Vinette, carriage makers, Montreal, have dissolved.

D. J. McDonald & Co., general merchants and livery, Bridgeport, N.S., have dissolved. D. J. McDonald continues.

J. M. Campbell and Thos. Gilday have registered a partnership in Montreal to carry on business as roofers, under the style of Campbell & Gilday.

G. A. Darche and E. L. Darche have negotiated a partnership in Montreal to carry on business as general merchants under the style of Darche & Frere.

Hemlow & McDiarmid, general merchants, Liscombe, N.S., have dissolved. James Hemlow, jr., retires, and business will be continued by W. A. McDiarmid.

A. Tanguay and L. M. A. Lemieux have registered a partnership in Weedon, Que., to carry on business as general merchants under the style of Tanguay & Lemieux.

A. Gravel and Napoleon Carie have registered a partnership to carry on business at St. Louis de Mile End, Que., as dealers

in stoves and furniture, under the style of Gravel, Carie & Co.

SALES MADE AND PENDING.

The Toronto Window Shade Co., of Toronto, has sold out.

The stock of Martin & Market, wire, Victoria, is advertised for sale.

Mason & Co., hardware, Montreal, are offering business for sale.

The general stock of the estate of P. Zoeger, Beeton, has been sold.

The stock of Vital E. Brien, general merchant, Milton, Que., has been sold.

The stock of Holler & Hecker, importers of hardware, Montreal, is to be sold by tender.

The assets of W. T. Boutel, general merchant, St. Severin, Que., are to be sold by auction.

The assets of E. F. Leprohon, agricultural implements, Fraserville, Que., are to be sold on the 10th inst.

The general stock of Joseph Beaulin, L'Annonciation, Que., has been sold at 50c. on the dollar.

A portion of the assets of Arthur Bell & Co., general merchants, Ste. Agathe, Que., has been sold.

The assets of J. N. Duguay, general merchant, La Baie, Que., are to be sold by auction 11th inst.

The stock of stoves and hardware of W. Glendinneng & Sons, foundry, Montreal, has been sold at 60c. on the dollar.

The assets of James Brillard, general merchant, St. Sebastien, Que., are advertised for sale by auction on the 12th inst.

The property, plant, etc., of the Mooseland Gold Mining Co., Ltd., Halifax, are advertised for sale by auction on March 16.

The estate of D. A. McKenzie, the varnish manufacturer, will be sold by the assignee, Mr. Clarkson. One outside offer has been received.

FIRES.

John C. Bell, hardware and fancy goods, Fordwich, Ont., has been burned out.

DEAD.

T. J. McCafferty, general merchant, Oromocto, N.B., is dead.

A window blind that is transparent from the inside but opaque from the outside is the decidedly novel and useful invention that is reported from Yorkshire, Eng. The fabric contains linen, aluminum, isinglass, borax, tallow, etc.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

Cushion and Flat **Weather Strips** To the Trade only.



Thos. Forrester, 298 St. James Street, **Montre**
Manufacturer of Rubber Goods and Weather
Strip of all kinds.

FOR IRON FENCING BANK AND OFFICE RAILINGS

and all kinds
of Iron and Wire
Work, address

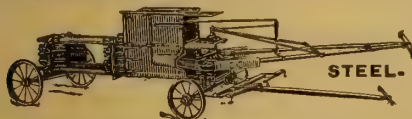


**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. **Toronto**

DEREDICK'S PATENT STEEL SHELL HAY PRESSES.

Made of Steel—lighter, stronger, more power, ever-
lasting, and competition distanced.



Also all styles of Bale Ties made from the Best
Steel Wire. A full line of repairs for Dederick's
presses always on hand.

Manufactured by **BOYD & CO.**, Huntingdon, Q.

WE HAVE NO LONG YARN TO TELL YOU !

UNICORN MIXED PAINTS

Told it all years ago by

PRACTICAL RESULTS

This is the Best Mixed Paint manufactured in America.

A. RAMSAY & SON, - **Montreal**

ESTABLISHED 1842.

CUTLERY

H. BOKER & CO.



Pen Knives in large varieties

ALSO

SCISSORS AND RAZORS

WOOD, VALLANCE & CO.

Hamilton, Ont.

GREAT BRITAIN STILL LEADS.

Great Britain is still the largest produc-
ing country of tin ore in Europe, although
her ore only contains on an average about
2½ per cent. of metal, requiring much wash-
ing and concentration. As regards Europe,
observes the report for 1895 of the Liege
Chamber of Commerce: "For a long while
past tin has only been worked to a profit in
the mines of Cornwall, Saxony and Bo-
hemia; and latterly new lodes have been
proved, some of which already make con-
siderable additions to the general produc-
tion. Some deposits have been found in
Spain, in Galicia, and especially in Orense,
these deposits continuing into Portugal;
and during the past few years, tin has been
mined near Oporto and Braganza. France
possesses a few tin mines, but their ore is
poor, and the Montebas mines in La Creuse
are no longer worked for tin ore." If the
other countries make no more profit from
the working of tin ores than is now made in
Cornwall they will soon close some of their
workings.

STORING BICYCLES.

The following suggestions from a bicycle
paper may be of interest to hardware dealers
as containing a hint which they may put to
practical use: They should be stored in
some room where the thermometer does not
get below 50 or 55 degrees—60 degrees
would be better. They should be hung up
—not on any account allowed to stand on
the tires. Hooks in ceiling where they will
be out of the way of being touched or moved
around. After being thoroughly treated to
a coat of vaseline they should be placed in
a glazed calico bag, which would prevent
dust from settling on them. No better
place to store them could be found than the
tin room of a hardware store, where it is
over the store. When practicable the rub-
ber tires should be removed, slightly deflated
and hung in bags separately from the wheel.
They could be insured by the hardware
merchant, and would be taken down in the
spring looking as fresh as ever.

A WELDLESS STEEL CHAIN.

A Leeds gentleman has, according to an
English exchange, invented and patented a
method of making chains with steel, iron
and other metals, which obviates the neces-
sity of welding—a process which, according
to some authorities, deprives the links of 25
per cent. of their strength. The weldless
link is made by slitting each end of the bar,
and then so manipulating the holes that they
are large enough to allow the bar forming
the next link to pass through them. It is
contended that the weldless chain can be
produced at less than half the cost of the
ordinary welded article. A specimen of it
stood 10.20 tons, while a Yorkshire iron
chain broke at 9.70 tons, and one made of
best Staffordshire at 9.57 tons.

1875. **COVERT'S** 1895.



Our TRIUMPH Snap with flat spring, and BANNER Bolt
Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which
we can turn out

HAMMERS AND SLEDGES

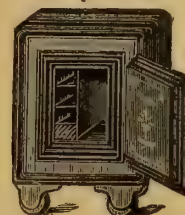
of every kind at lower prices than ever
before. Only best steel used. Write for
fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

A. ROOT, LYN, ONT.

Manufacturers of **DRY AND LIQUID
WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and
Hub Blocks. Send for Price List.



Champion Fire and Burglar-Proof Safes . .

Made with Solid Welded An-
gle Iron Frame, Iron Inside
Doors; 1,000,000 Changes
Combination Lock. Twelve
years trial have proven them
the Best. Fifteen sizes in
stock. Write for our Price
List.

S. S. KIMBALL

577 Craig St., Montreal, P.Q.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS.

"**JARDINE**"

Tire Upsetter

**SALES SHOW A LARGE IN-
CREASE EVERY SEASON.**

**SIMPLER AND BETTER THAN
MACHINES.**

A. B. Jardine & Co.,

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS

TORONTO, Mar. 7, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M. L. S., equal to Bradley.	Per box.	
I. C., usual sizes	\$5 25	
I. X., "	6 50	
I. X. X., "	7 75	
R. & Co.—		
I. C.	5 25	
I. X.	6 50	
I. X. X.	7 70	
Raven & P. D. Grades—		
I. C., usual sizes	3 75	4 00
I. X., "	4 75	5 00
I. X. X., "	5 75	6 00
I. X. X. X., "	6 75	7 00
D. C., 12½x17	3 50	3 75
D. X., "	4 50	4 75
D. X. X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I. C., usual sizes	2 90	3
I. C., special sizes	3 15	3
Charcoal Plates—Terne.		
Dean or J. G. Grade—		
I. C., 20x28, 112 sheets	6 00	6 25
I. X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
X. X., 14x56, 50 sheet bxs	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
" 28 "	0 07¼	0 07½

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 20	
Hoop "	2 20	
Swedish "	4 00	4 25
Sleigh Shoe Steel "	3 00	3 25
Tire Steel	2 75	3 00
Machinery "	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ "	2 25	
and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ½, ¾, 1, 1½, 2, 2½, 3, 3½, 4, 4½, 5, 5½, 6, 6½, 7, 7½, 8, 8½, 9, 9½, 10, 10½, 11, 11½, 12, 12½, 13, 13½, 14, 14½, 15, 15½, 16, 16½, 17, 17½, 18, 18½, 19, 19½, 20, 20½, 21, 21½, 22, 22½, 23, 23½, 24, 24½, 25, 25½, 26, 26½, 27, 27½, 28, 28½, 29, 29½, 30, 30½, 31, 31½, 32, 32½, 33, 33½, 34, 34½, 35, 35½, 36, 36½, 37, 37½, 38, 38½, 39, 39½, 40, 40½, 41, 41½, 42, 42½, 43, 43½, 44, 44½, 45, 45½, 46, 46½, 47, 47½, 48, 48½, 49, 49½, 50, 50½, 51, 51½, 52, 52½, 53, 53½, 54, 54½, 55, 55½, 56, 56½, 57, 57½, 58, 58½, 59, 59½, 60, 60½, 61, 61½, 62, 62½, 63, 63½, 64, 64½, 65, 65½, 66, 66½, 67, 67½, 68, 68½, 69, 69½, 70, 70½, 71, 71½, 72, 72½, 73, 73½, 74, 74½, 75, 75½, 76, 76½, 77, 77½, 78, 78½, 79, 79½, 80, 80½, 81, 81½, 82, 82½, 83, 83½, 84, 84½, 85, 85½, 86, 86½, 87, 87½, 88, 88½, 89, 89½, 90, 90½, 91, 91½, 92, 92½, 93, 93½, 94, 94½, 95, 95½, 96, 96½, 97, 97½, 98, 98½, 99, 99½, 100, 100½, 101, 101½, 102, 102½, 103, 103½, 104, 104½, 105, 105½, 106, 106½, 107, 107½, 108, 108½, 109, 109½, 110, 110½, 111, 111½, 112, 112½, 113, 113½, 114, 114½, 115, 115½, 116, 116½, 117, 117½, 118, 118½, 119, 119½, 120, 120½, 121, 121½, 122, 122½, 123, 123½, 124, 124½, 125, 125½, 126, 126½, 127, 127½, 128, 128½, 129, 129½, 130, 130½, 131, 131½, 132, 132½, 133, 133½, 134, 134½, 135, 135½, 136, 136½, 137, 137½, 138, 138½, 139, 139½, 140, 140½, 141, 141½, 142, 142½, 143, 143½, 144, 144½, 145, 145½, 146, 146½, 147, 147½, 148, 148½, 149, 149½, 150, 150½, 151, 151½, 152, 152½, 153, 153½, 154, 154½, 155, 155½, 156, 156½, 157, 157½, 158, 158½, 159, 159½, 160, 160½, 161, 161½, 162, 162½, 163, 163½, 164, 164½, 165, 165½, 166, 166½, 167, 167½, 168, 168½, 169, 169½, 170, 170½, 171, 171½, 172, 172½, 173, 173½, 174, 174½, 175, 175½, 176, 176½, 177, 177½, 178, 178½, 179, 179½, 180, 180½, 181, 181½, 182, 182½, 183, 183½, 184, 184½, 185, 185½, 186, 186½, 187, 187½, 188, 188½, 189, 189½, 190, 190½, 191, 191½, 192, 192½, 193, 193½, 194, 194½, 195, 195½, 196, 196½, 197, 197½, 198, 198½, 199, 199½, 200, 200½, 201, 201½, 202, 202½, 203, 203½, 204, 204½, 205, 205½, 206, 206½, 207, 207½, 208, 208½, 209, 209½, 210, 210½, 211, 211½, 212, 212½, 213, 213½, 214, 214½, 215, 215½, 216, 216½, 217, 217½, 218, 218½, 219, 219½, 220, 220½, 221, 221½, 222, 222½, 223, 223½, 224, 224½, 225, 225½, 226, 226½, 227, 227½, 228, 228½, 229, 229½, 230, 230½, 231, 231½, 232, 232½, 233, 233½, 234, 234½, 235, 235½, 236, 236½, 237, 237½, 238, 238½, 239, 239½, 240, 240½, 241, 241½, 242, 242½, 243, 243½, 244, 244½, 245, 245½, 246, 246½, 247, 247½, 248, 248½, 249, 249½, 250, 250½, 251, 251½, 252, 252½, 253, 253½, 254, 254½, 255, 255½, 256, 256½, 257, 257½, 258, 258½, 259, 259½, 260, 260½, 261, 261½, 262, 262½, 263, 263½, 264, 264½, 265, 265½, 266, 266½, 267, 267½, 268, 268½, 269, 269½, 270, 270½, 271, 271½, 272, 272½, 273, 273½, 274, 274½, 275, 275½, 276, 276½, 277, 277½, 278, 278½, 279, 279½, 280, 280½, 281, 281½, 282, 282½, 283, 283½, 284, 284½, 285, 285½, 286, 286½, 287, 287½, 288, 288½, 289, 289½, 290, 290½, 291, 291½, 292, 292½, 293, 293½, 294, 294½, 295, 295½, 296, 296½, 297, 297½, 298, 298½, 299, 299½, 300, 300½, 301, 301½, 302, 302½, 303, 303½, 304, 304½, 305, 305½, 306, 306½, 307, 307½, 308, 308½, 309, 309½, 310, 310½, 311, 311½, 312, 312½, 313, 313½, 314, 314½, 315, 315½, 316, 316½, 317, 317½, 318, 318½, 319, 319½, 320, 320½, 321, 321½, 322, 322½, 323, 323½, 324, 324½, 325, 325½, 326, 326½, 327, 327½, 328, 328½, 329, 329½, 330, 330½, 331, 331½, 332, 332½, 333, 333½, 334, 334½, 335, 335½, 336, 336½, 337, 337½, 338, 338½, 339, 339½, 340, 340½, 341, 341½, 342, 342½, 343, 343½, 344, 344½, 345, 345½, 346, 346½, 347, 347½, 348, 348½, 349, 349½, 350, 350½, 351, 351½, 352, 352½, 353, 353½, 354, 354½, 355, 355½, 356, 356½, 357, 357½, 358, 358½, 359, 359½, 360, 360½, 361, 361½, 362, 362½, 363, 363½, 364, 364½, 365, 365½, 366, 366½, 367, 367½, 368, 368½, 369, 369½, 370, 370½, 371, 371½, 372, 372½, 373, 373½, 374, 374½, 375, 375½, 376, 376½, 377, 377½, 378, 378½, 379, 379½, 380, 380½, 381, 381½, 382, 382½, 383, 383½, 384, 384½, 385, 385½, 386, 386½, 387, 387½, 388, 388½, 389, 389½, 390, 390½, 391, 391½, 392, 392½, 393, 393½, 394, 394½, 395, 395½, 396, 396½, 397, 397½, 398, 398½, 399, 399½, 400, 400½, 401, 401½, 402, 402½, 403, 403½, 404, 404½, 405, 405½, 406, 406½, 407, 407½, 408, 408½, 409, 409½, 410, 410½, 411, 411½, 412, 412½, 413, 413½, 414, 414½, 415, 415½, 416, 416½, 417, 417½, 418, 418½, 419, 419½, 420, 420½, 421, 421½, 422, 422½, 423, 423½, 424, 424½, 425, 425½, 426, 426½, 427, 427½, 428, 428½, 429, 429½, 430, 430½, 431, 431½, 432, 432½, 433, 433½, 434, 434½, 435, 435½, 436, 436½, 437, 437½, 438, 438½, 439, 439½, 440, 440½, 441, 441½, 442, 442½, 443, 443½, 444, 444½, 445, 445½, 446, 446½, 447, 447½, 448, 448½, 449, 449½, 450, 450½, 451, 451½, 452, 452½, 453, 453½, 454, 454½, 455, 455½, 456, 456½, 457, 457½, 458, 458½, 459, 459½, 460, 460½, 461, 461½, 462, 462½, 463, 463½, 464, 464½, 465, 465½, 466, 466½, 467, 467½, 468, 468½, 469, 469½, 470, 470½, 471, 471½, 472, 472½, 473, 473½, 474, 474½, 475, 475½, 476, 476½, 477, 477½, 478, 478½, 479, 479½, 480, 480½, 481, 481½, 482, 482½, 483, 483½, 484, 484½, 485, 485½, 486, 486½, 487, 487½, 488, 488½, 489, 489½, 490, 490½, 491, 491½, 492, 492½, 493, 493½, 494, 494½, 495, 495½, 496, 496½, 497, 497½, 498, 498½, 499, 499½, 500, 500½, 501, 501½, 502, 502½, 503, 503½, 504, 504½, 505, 505½, 506, 506½, 507, 507½, 508, 508½, 509, 509½, 510, 510½, 511, 511½, 512, 512½, 513, 513½, 514, 514½, 515, 515½, 516, 516½, 517, 517½, 518, 518½, 519, 519½, 520, 520½, 521, 521½, 522, 522½, 523, 523½, 524, 524½, 525, 525½, 526, 526½, 527, 527½, 528, 528½, 529, 529½, 530, 530½, 531, 531½, 532, 532½, 533, 533½, 534, 534½, 535, 535½, 536, 536½, 537, 537½, 538, 538½, 539, 539½, 540, 540½, 541, 541½, 542, 542½, 543, 543½, 544, 544½, 545, 545½, 546, 546½, 547, 547½, 548, 548½, 549, 549½, 550, 550½, 551, 551½, 552, 552½, 553, 553½, 554, 554½, 555, 555½, 556, 556½, 557, 557½, 558, 558½, 559, 559½, 560, 560½, 561, 561½, 562, 562½, 563, 563½, 564, 564½, 565, 565½, 566, 566½, 567, 567½, 568, 568½, 569, 569½, 570, 570½, 571, 571½, 572, 572½, 573, 573½, 574, 574½, 575, 575½, 576, 576½, 577, 577½, 578, 578½, 579, 579½, 580, 580½, 581, 581½, 582, 582½, 583, 583½, 584, 584½, 585, 585½, 586, 586½, 587, 587½, 588, 588½, 589, 589½, 590, 590½, 591, 591½, 592, 592½, 593, 593½, 594, 594½, 595, 595½, 596, 596½, 597, 597½, 598, 598½, 599, 599½, 600, 600½, 601, 601½, 602, 602½, 603, 603½, 604, 604½, 605, 605½, 606, 606½, 607, 607½, 608, 608½, 609, 609½, 610, 610½, 611, 611½, 612, 612½, 613, 613½, 614, 614½, 615, 615½, 616, 616½, 617, 617½, 618, 618½, 619, 619½, 620, 620½, 621, 621½, 622, 622½, 623, 623½, 624, 624½, 625, 625½, 626, 626½, 627, 627½, 628, 628½, 629, 629½, 630, 630½, 631, 631½, 632, 632½, 633, 633½, 634, 634½, 635, 635½, 636, 636½, 637, 637½, 638, 638½, 639, 639½, 640, 640½, 641, 641½, 642, 642½, 643, 643½, 644, 644½, 645, 645½, 646, 646½, 647, 647½, 648, 648½, 649, 649½, 650, 650½, 651, 651½, 652, 652½, 653, 653½, 654, 654½, 655, 655½, 656, 656½, 657, 657½, 658, 658½, 659, 659½, 660, 660½, 661, 661½, 662, 662½, 663, 663½, 664, 664½, 665, 665½, 666, 666½, 667, 667½, 668, 668½, 669, 669½, 670, 670½, 671, 671½, 672, 672½, 673, 673½, 674, 674½, 675, 675½, 676, 676½, 677, 677½, 678, 678½, 679, 679½, 680, 680½, 681, 681½, 682, 682½, 683, 683½, 684, 684½, 685, 685½, 686, 686½, 687, 687½, 688, 688½, 689, 689½, 690, 690½, 691, 691½, 692, 692½, 693, 693½, 694, 694½, 695, 695½, 696, 696½, 697, 697½, 698, 698½, 699, 699½, 700, 700½, 701, 701½, 702, 702½, 703, 703½, 704, 704½, 705, 705½, 706, 706½, 707, 707½, 708, 708½, 709, 709½, 710, 710½, 711, 711½, 712, 712½, 713, 713½, 714, 714½, 715, 715½, 716, 716½, 717, 717½, 718, 718½, 719, 719½, 720, 720½, 721, 721½, 722, 722½, 723, 723½, 724, 724½, 725, 725½, 726, 726½, 727, 727½, 728, 728½, 729, 729½, 730, 730½, 731, 731½, 732, 732½, 733, 733½, 734, 734½, 735, 735½, 736, 736½, 737, 737½, 738, 738½, 739, 739½, 740, 740½, 741, 741½, 742, 742½, 743, 743½, 744, 744½, 745, 745½, 746, 746½, 747, 747½, 748, 748½, 749, 749½, 750, 750½, 751, 751½, 752, 752½, 753, 753½, 754, 754½, 755, 755½, 756, 756½, 757, 757½, 758, 758½, 759, 759½, 760, 760½, 761, 761½, 762, 762½, 763, 763½, 764, 764½, 765, 765½, 766, 766½, 767, 767½, 768, 768½, 769, 769½, 770, 770½, 771, 771½, 772, 772½, 773, 773½, 774, 774½, 775, 775½, 776, 776½, 777, 777½, 778, 778½, 779, 779½, 780, 780½, 781, 781½, 782, 782½, 783, 783½, 784, 784½, 785, 785½, 786, 786½, 787, 787½, 788, 788½, 789, 789½, 790, 790½, 791, 791½, 792, 792½, 793, 793½, 794, 794½, 795, 795½, 796, 796½, 797, 797½, 798, 798½, 799, 799½, 800, 800½, 801, 801½, 802, 802½, 803, 803½, 804, 804½, 805, 805½, 806, 806½, 807, 807½, 808, 808½, 809, 809½, 810, 810½, 811, 811½, 812, 812½, 813, 813½, 814, 814½, 815, 815½, 816, 816½, 817, 817½, 818, 818½, 819, 819½, 820, 820½, 821, 821½, 822, 822½, 823, 823½, 824, 824½, 825, 825½, 826, 826½, 827, 827½, 828, 828½, 829, 829½, 830,

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe M
11 and smaller gauge	0 65
9 and 10 gauges	0 75
7 and 8 gauges	0 90
5 and 6 gauges	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 gauges	1 65
5 and 6 gauges	1 90

Anvils.	
Per lb.	0 10 0 12½
Anvil and Vice combined, each	4 50

Augers.	
Gilmour's, discount 50 per cent.	
Hollow Steam's, per doz.	13 00 20 00
Adjustable Steam's, each	5 50 6 50
Post-hole, Vaughan's, each	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.	
Sewing, per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled, per gross	3 60 7 30
Saddler's, per gross	0 45 1 60

Awl Hafts.	
Patent Peg, per gross	7 25 8 00
Sewing, per gross	

Awl and Tool Sets.	
Millar's Falls, per doz.	2 80 3 30

Axles.	
Per box	6 00 12 00

Axle Grease.	
Per gross	7 00 13 00

Bath Tubs.	
Zinc discount	3 90 4 00
Copper, discount, 50 per cent. off revised list.	
Steel clad, 20 per cent. discount.	

Bells.	
Hand.	
Brass, 60 to 66½ per cent.	
Nickel, 50 and 10 to 60 per cent.	
Door.	
Gongs, Sargent's	5 50 8 00
Peterboro', discount 50 per cent.	
Cow.	
American make, discount 60 to 60 and 5 per cent.	
Canadian, discount 45 and 50 per cent.	
Farm.	
American, each	00 5 00
House.	
American, per lb	0 35 0 40

Bellows.	
Hand, per doz.	3 35 4 75
Moulders', per doz.	7 50 10 00
Blacksmiths', discount 65 per cent.	

Belting.	
Agricultural, 60 per cent.	
No. 1, leather, discount 50 per cent.	
Standard, 45 per cent.	

Bench Stops.	
Per doz	5 00 6 00

Bits.	
Auger.	
Gilmour's, discount 65 and 5 per cent.	
Excelsior, discount 60 per cent.	
Rockford Common, 65 to 65 and 5 per cent.	
" Perfection, 50 and 10 per cent.	
Jennings' Genl., net list to 5 p. c. discount.	
Car.	
Gilmour's, 47½ to 50 per cent.	
Expansive.	
Clark's, 20 per cent.	
Excelsior, 10 per cent.	
Gimlet.	
Clark's, per doz	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.	
Annex, per doz	1 25 1 75
Mascott, "	1 35 1 85
Erminie, "	1 12 1 20

Blind and Bed Staples.	
All sizes, per lb	0 11 0 15

Bolts.	
Carriage, dis. 60 p. c. off new list.	
Tire, dis. 60 per cent.	
Stove, dis. 60 per cent.	
Elevator, dis. 35 to 40 per cent.	
Machine, dis. 55 and 5 p. c. off new list.	
Coach Screws, dis. 65 and 5 p. c.	

Boring Machines.	
Complete, with augers, each.	5 00 7 50

Braces.	
Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets.	
Shelf.	
Japanned Canadian, per doz.	
pairs	0 50 3 40
Berlin Bronze Canadian	0 85 3 20

Broilers.	
Light, dis. 65 to 67½ per cent.	
Reversible, dis. 65 to 67½ per cent.	
Vegetable, per doz., dis. 37½ per cent.	
Henis, No. 8, "	6 00
Henis, No. 9, "	7 00
Queen City	7 50 10 00

Butchers' Cleavers.	
From 8 to 12 inch, per doz.	4 23

Butts.	
Brass.	
Wrought Brass, dis. 75 and 10 per cent.	
Cast Iron.	
Loose Pin, dis. 60 and 10 to 70 per cent.	
Wrought Steel.	
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.	
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen. Bronzed, per pair	0 40 0 65

Can Openers.	
Acme, per gross	9 00 10 00
Sardine Scissors, per doz	3 75 4 50

Card.	
Horse, per doz	0 60 1 00

Carpet Stretchers.	
American, per doz	1 00 1 50
Bullards, per doz	6 50

Carpet Sweepers.	
Bissell, per doz	22 50
World, "	21 75
Daisy, "	24 00
Star, "	18 00
Crown Jewel, per doz.	29 00
Grand Rapids, "	30 00 33 00

Cartridges.	
(See Ammunition.)	

Castors.	
Bed, new list, dis. 55 to 57½ per cent.	
Plate, dis. 55 to 57½ per cent.	

Cattle Leaders.	
Nos. 31 and 32, per gross.	8 50 11 25

Cement.	
Portland, car-load lots	2 70 2 74
Thorold, "	1 10
Queensdown, "	1 10
Napanee, "	1 10

Chalk.	
Carpenters' Colored, per gross	0 45 0 75
White lump, per cwt	0 60 0 65
Red, "	0 05 0 06
Crayon, per gross	0 14 0 18

Chisels.	
Socket, Framing and Firmer.	
American, dis. 75 to 77½ per cent.	
Canadian, dis. 35 to 40 per cent.	
Tanged firmer, per doz	0 85 4 00

Churns.	
Daisy or Leader, dis. from factory, 70 per cent.; from stock, 65 and 5 per cent.	

Clamps.	
Judds', dis. 20 per cent.	
Stearn's, per doz	3 00 10 00

Clips.	
Axle, dis. 65 per cent.	

Coffee Mills.	
Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, Etc.	
American, dis. 62½ to 65 per cent.	

Cradles, Grain.	
Canadian, dis. 25 to 30 per cent.	

Dies.	
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.	
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.	

Door Springs.	
Torrey's Rod, per doz.	2 00
Coil, per doz	0 88 1 60
English, per doz.	2 00 4 00

Draw Knives.	
American, dis. 70 and 10 per cent.	
Canadian, dis. 25 to 35 per cent.	

Drills.	
Hand and Breast.	
Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

DRILL BIT.	
Morse, dis. 37½ to 40 per cent.	
Standard, dis. 47½ to 50 per cent.	

ELBOWS.	
Stovepipe.	
Pe doz	90 1 75

FAWCETS.	
Cork Lined, per doz.	0 30 0
Wine, per doz.	1 30 3 25
Star, "	2 80 3 90
Fenn's Corkstops, No. 2, per dozen	1 70
Petroleum, per doz	4 50 6 50

FILES AND RASPS.	
Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.	
Black Diamond, 50 and 10 per cent. discount	
Amer. list.	
Nicholson's, dis., Amer. list, 50 and 10 per cent.	
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.	
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.	
Globe File Co.'s, dis. 60 and 10 per cent.	
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.	
Horse Rasps, dis. 45 per cent., Amer. Hellers	
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.	
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.	

FLUTING MACHINES.	
Each	0 60 2 00

FORKS.	
Hay, manure, etc., dis., 52½ and 7½ per cent., revised list.	

FREEZERS.	
Ice Cream.	
Gem, dis. 57½ to 60 per cent.	
Shepard's Lightning, dis. 50 to 50 and 10 per cent.	

FRUIT PRESSES.	
Henis', per doz	3 25 3 50
Enterprise, dis. 10 per cent.	
Shepard's Queen City, dis. 15 per cent.	

FRY PANS.	
Acme, dis. 62½ to 65 per cent.	

GAUGES.	
Marking, Mortise, Etc.	
Stanley's, dis. 50 to 55 per cent.	
Wire Gauges.	
Winn's, Nos. 26 to 33, each	1 65 2 40

GLASS.	
Double Diamond.	
Per 100 ft.	
14 to 25	4 45 5 50
26 to 40	4 55 6 00
41 to 50	5 00 6 00
51 to 60	5 10 6 10
61 to 70	5 20 6 20
71 to 80	5 30 6 30
81 to 90	5 40 6 40
91 to 100	5 50 6 50
101 to 110	6 00 7 00
111 to 120	6 10 7 10
121 to 130	6 20 7 20
131 to 140	6 30 7 30
141 to 150	6 40 7 40
151 to 160	6 50 7 50
161 to 170	7 00 8 00
171 to 180	7 10 8 10
181 to 190	7 20 8 20
191 to 200	7 30 8 30
201 to 210	7 40 8 40
211 to 220	7 50 8 50
221 to 230	8 00 9 00
231 to 240	8 10 9 10
241 to 250	8 20 9 20
251 to 260	8 30 9 30
261 to 270	8 40 9 40
271 to 280	8 50 9 50
281 to 290	9 00 10 00
291 to 300	9 10 10 10
301 to 310	9 20 10 20
311 to 320	9 30 10 30
321 to 330	9 40 10 40
331 to 340	9 50 10 50
341 to 350	10 00 11 00
351 to 360	10 10 11 10
361 to 370	10 20 11 20
371 to 380	10 30 11 30
381 to 390	10 40 11 40
391 to 400	10 50 11 50
401 to 410	11 00 12 00
411 to 420	11 10 12 10
421 to 430	11 20 12 20
431 to 440	11 30 12 30
441 to 450	11 40 12 40
451 to 460	11 50 12 50
461 to 470	12 00 13 00
471 to 480	12 10 13 10
481 to 490	12 20 13 20
491 to 500	12 30 13 30
501 to 510	12 40 13 40
511 to 520	12 50 13 50
521 to 530	13 00 14 00
531 to 540	13 10 14 10
541 to 550	13 20 14 20
551 to 560	13 30 14 30
561 to 570	13 40 14 40
571 to 580	13 50 14 50
581 to 590	14 00 15 00
591 to 600	14 10 15 10
601 to 610	14 20 15 20
611 to 620	14 30 15 30
621 to 630	14 40 15 40
631 to 640	14 50 15 50
641 to 650	15 00 16 00
651 to 660	15 10 16 10
661 to 670	15 20 16 20
671 to 680	15 30 16 30
681 to 690	15 40 16 40
691 to 700	15 50 16 50
701 to 710	16 00 17 00
711 to 720	16 10 17 10
721 to 730	16 20 17 20
731 to 740	16 30 17 30
741 to 750	16 40 17 40
751 to 760	16 50 17 50
761 to 770	17 00 18 00
771 to 780	17 10 18 10
781 to 790	17 20 18 20
791 to 800	17 30 18 30
801 to 810	17 40 18 40
811 to 820	17 50 18 50
821 to 830	18 00 19 00
831 to 840	18 10 19 10
841 to 850	18 20 19 20
851 to 860	18 30 19 30
861 to 870	18 40 19 40
871 to 880	18 50 19 50
881 to 890	19 00 20 00
891 to 900	19 10 20 10
901 to 910	19 20 20 20
911 to 920	19 30 20 30
921 to 930	19 40 20 40
931 to 940	19 50 20 50
941 to 950	20 00 21 00
951 to 960	20 10 21 10
961 to 970	20 20 21 20
971 to 980	20 30 21 30
981 to 990	20 40 21 40
991 to 1000	20 50 21 50

GLASS.	
Ordinary.	
1st break	2 70
2nd "	2 90
3rd "	3 10
4th "	3 40
5th "	3 65
6th "	4 15
7th "	4 68
Picture Glass.	
Pilkington's Ordinary.	
1st break	4 40
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

GAS FITTINGS AND STAPLE BRACKETS.	
Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list or application.	

GLUE POTS.	
nued, each	0 20
Enamelled, each	0 55

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 5 1/2 p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42 1/2 p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17 1/2 p.c.

MAILLETS.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 63 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 60
 40 dy. 2 65
 30 dy. 2 70
 20, 16, and 12 dy. 2 75
 10 dy. 2 80
 8 and 9 dy. 2 85
 6 and 7 dy. 3 00
 2. American pattern only—
 From 4 to 5 dy. 3 20
 3 dy (lath). 3 60
 3. Canada pattern only—
 From 4 to 5 dy. 3 10
 3 dy (lath). 3 50
 3 dy, A. P. fine. 4 20
 Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nail. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
 Wire Nails, 70 and 12 1/2 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
 Carbon safety " 0 18 0 19
 Canada w. w. " 0 18 0 19
 American w. w. " 0 00 0 20 1/2
 S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 " Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 60 per cent., American dis. 57 1/2.
 Wood, fancy Canadian or American, 37 1/2 to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle, " 0 22 0 33
 Screw, " 0 27 1 00
 Awning, " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62 1/2 p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors', " 9 00 15 00
 Tinner's solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01 1/2
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03 1/2
 Sliding door, " 0 03 1/2 0 03 1/2
 Lanes, " 0 03 1/2 0 03 1/2

RAKES.

Cast steel and malleable Canadian, list dis. 60 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days.
 Copper rivets, dis. 45 per cent.
 Iron, dis. 55 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron, 50 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6 1/2	00 9
1/4, 5-16, 3/8 in.	7 1/2	00 9 1/2
Cotton	15	17
Russia Deep Sea	00	13
Jute	6 1/2	7 1/2

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 " N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.
 Kempshell's, dis. 40, 62 1/2 per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 10, 12 1/2 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Disston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77 1/2 p.c.
 " R. H., dis. 72 1/2 p.c.
 " F. H., brass, dis. 75 p.c.
 " R. H., dis. 70 p.c.
 Diamond point wood screw nails, bright, dis. 77 1/2 and 80 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappaned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappaned, 80 p.c.
 " N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 jappaned handles, 67 1/2 p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.
 Acme " 3 00 5 00
 Lock, Andrews', " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 80 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 70 and 10 p.c. rev. list.
 Try and bevel, dis. 50 to 52 1/2 p.c.

STAPLES.

Fence, galvanized. 0 03 1/2
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLES).

Stovepipe varnish, enamelled cans, per doz. 1 75
 No. 1 stove paste, per gross. 9 00
 No. 2 " 4 80

STONE.

Washita, per lb. 0 28 0 50
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador, " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey " 0 00 0 50
 Arkansas " 0 00 1 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind, per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue. 66 1/2
 Trunk tacks, black. 60
 " tinned. 60
 B.B.B. iron carpet, blue. 60
 " tinned. 66 1/2
 B.B.B. iron carpet, bright or blue (in kegs). 30
 B.B.B. iron carpet, tinned (in kegs). 30
 B.B.B. cut tacks (in bulk). 40
 " (in dozens, 1 to 6 oz.). 50
 " (in dozens, 8 to 24 oz.). 30
 " 1/4 weights. 40
 " tinned. 45
 Swedes, cut tacks, genuine, blue and tinned. 52 1/2
 Swedes, upholsterers', genuine. 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66 1/2
 Swedes, carpet, gimp, lace. 35
 brush, blue and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails. 60
 Leather carpet tacks. 30
 Trunk nails, black and tinned. 65
 Clout nails. 66 1/2
 Cigar box nails. 45
 Lining nails in papers. 10
 " " in bulk. 15
 " solid heads, in bulk. 42 1/2
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather. 5 50 9 75
 Chesterman's, each. 0 90 2 85
 " steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.

Canadian, 35 to 37 1/2 per cent.

TINWARE.

Stamped, dis. Assn. list, 80 per cent.
 Jappaned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33 1/2 to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's " 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Boom, " 0 20 0 35

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each. 2 00 4 50
 Coach, each. 6 00 7 00
 Peter Wright's, per h. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized.
 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05 1/2 0 06
 Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2 1/2 and 5 inches apart. 0 03
 Galvanized, 4 barb, 4 and 6 inches apart. 0 03
 Galvanized, plain twist, all delv'd. 0 03
 " Lock Barb, 4 point. 0 00
 " Glidden, 2 point. 0 00
 Galvanized Barb, "Lyman," 2 to 4 points. 0 00
 Steel Staples. 0 00 0 33
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid on lots of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft. 1 60

WRENCHES.

Acme, 35 to 37 1/2 per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32 1/2 to 35 per cent.
 Diamond, dis. 33 1/2 to 35 per cent.
 Towers' Engineer, each. 2 00 3 00
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 6 00
 Burrell's Pipe, each. 3 40
 Pocket, per doz. 1 25



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors Island City Coach Varnishes Island City Dry Colors

Are used by the largest carriage
builders.

P. D. DODS & CO.

MONTREAL

MONTREAL SMELTING AND REFINING WORKS

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable
anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

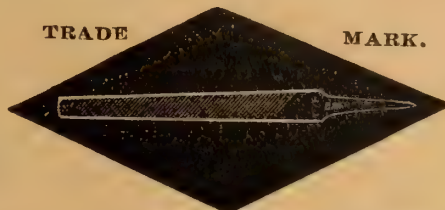
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufacturers.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.
Double Ended Taper Sawfiles.
Machine Band Sawfiles.
Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.
Climax Sawfiles.
Gulletting Sawfiles.
Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable
paper stock and are finished with double
thickness eyelets.

These tags, made to carry invoices, serve
the double duty of Tag and Envelope, sav-
ing postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

Don't Miss

THE AGENCY FOR THE

"McCREADY"

Don't delay, but write to-day, or
you may be too late to secure the
Agency for the Wheel that is

"JUST A LITTLE BETTER THAN THE BEST"

The R. A. McCREADY CO., Ltd.

149 Yonge St., TORONTO, ONT.

P.S.—We have secured Sole Control
for Canada of the Fauber Single Piece
Crank. Full particulars will be given next week.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

ROBERTSON'S PURE READY-MIXED PAINTS

Oil and Water Wood Stains, in Cherry, Oak, Walnut, Mahogany and Rosewood.

Blackboard, Boat, Barn, Brick and Bridge Paints.

Enamels—a choice selection of beautiful and durable tints.

Roofing Paint—without a peer for preservation.

Tube Colors, Gold Paint, Top Dressing.

Shellacs and Dipping Paints.

Oils, Oxides and Ochres.

New Colors in Bicycle Enamels.

'Steel Color Paint.

Perfection Wall Finish.

All kinds of Varnishes.

Iron and Wood Fillers.

Non-poisonous Bath Enamels.

Tinted Leads.

Superfine Coach Colors.

.. DRY..
QUICKLY

The James Robertson Co., Ltd.
THE PAINT MAKERS

TORONTO, ONT.

CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, MARCH 14, 1896.

No. 11.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

GREATEST OF ALL

Will be the Safford triumph to which
events in the Heating Trade seem to
be surely and steadily tending.

Amid all the uncertainties

"Safford" Patent Radiators

SHALL CONTINUE TO RULE
THE WORLD



The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers

Write for Our Catalogue of

BICYCLE Accessories

RICE LEWIS & SON

LIMITED

Cor. King and Victoria
Streets

TORONTO



When a Copper Boiler

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed
**200 LBS.
PRESSURE**

also will
not
COLLAPSE



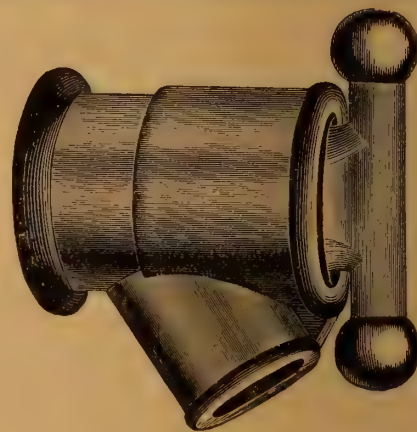
The Booth Copper Co.
LIMITED
Toronto



SOLID METAL CREAMER TAPS

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

Our Creamery and Factory Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

Kemp Manufacturing Company
TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, MARCH 14, 1896

No. 11

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

PROPOSED CHURN AGREEMENT.

THERE has been a great deal of cutting recently in the price of churns.

With a view of putting a stop to it as far as the manufacturers of "Daisy" churns are concerned, a circular has been issued within the last few days asking the jobbing trade to subscribe to an accompanying agreement.

It is proposed that the extreme discount shall not exceed 70 and 5 per cent., net 30 days.

Whether all the jobbers will sign the agreement remains to be seen.

THE ADVANCE IN DRY WHITE LEAD.

The sterling price for English dry white lead, according to our latest cable advices, is now £16 2s. 6d. net cash. In some instances, and for choice brands of lead corroded by the old Dutch process, another 2s. 6d. to 5s. per ton advance is asked.

This advance in dry white lead will bring the cost of the ground article dangerously near \$5 per 100 lbs. ex Toronto. Moreover, the market is reported as being extremely firm, and no concessions can be obtained from the corrodors even for large quantities.

The Canadian grinders state that the local demand shows considerable activity, and it is extremely likely that we will see an advance in the favorite brands of white lead commensurate with the higher prices in the home market.

AN ASSOCIATION ON BOLTS.

THE manufacturers of carriage and other bolts have fallen into line and formed an association similar to those already existing in other lines of iron.

Previous to this, bolts, although as a rule sold at a uniform price, were simply subject to a tacit agreement between the different makers.

At a meeting held on Monday the Pillow & Hersey Manufacturing Co., Ltd., Montreal; the Geo. Gilles Co., Ltd, Gananoque; the Swansea Forging Co., Ltd., Swansea; John White, London; Bolt and Hinge Works, London; the Canada Screw Co., Ltd., Hamilton, and the Ontario Nut Works, Paris, decided to bind themselves to sell bolts of different kinds at a uniform discount, R. & T. Jenkins, the secretary-treasurer of the other associations, filling the same office in the one under comment.

The agreement has not resulted in any great change in existing discounts on nuts, the only line which was advanced being common carriage bolts, which are now 60 off the list instead of 60 and 5. The following are the new discounts in force in detail:

Common carriage bolts	60 per cent.
Full square carriage bolts	70 and 10 per cent.
Norway carriage bolts.....	70 and 10 "
Machine bolts.....	55 and 5 "
Coach or lag screws.....	65 and 5 "
Blank bolts.....	60 per cent.
Bolt ends	60 "
Plough bolts.....	50 and 5 per cent.
Sleigh shoe bolts.....	80 per cent.
Tire bolts	60 and 10 per cent.
Nuts—3-8 and larger.....	4c. per lb. off list.
" 5-16 "	5c. " "
" 1-4 "	6c. " "

Terms 4 months. Three per cent. cash discount will be allowed if paid within 30 days of delivery or shipment.

F. O. B. Montreal, Gananoque, Toronto, Hamilton and London, and freights may be equalized on these points.

BE UP TO DATE.

Be open to receive new ideas, and keep fully abreast of the times, is the moral every merchant must have before him now.

One of the Master Saddlers' Association in England has been discussing the effect of the bicycle upon the harness trade. The chief officer of this Lancashire organization declared that the trade was feeling the results of many people using bicycles instead

of carriages. The advent of the horseless carriage, or autocar, as Hardwareman has aptly named it, is also likely, when developed, to make inroads into the business. No doubt bicycling is a force already in trade, and autocars may become so. In this country the latter feature has only become an element so far as street railway service is concerned, and the falling off in demand for horse gear has been replaced by increased use of the iron-made materials used in electric cars and the more expensive outfit now demanded. These are all new developments, inevitable and unconquerable. No use in senseless repining and unavailing efforts to stave off the changes.

The incident only proves what HARDWARE AND METAL has been saying before: that both the maker and the merchant must be prepared for these extensions of modern inventiveness, and plan out ways of adapting their business to the fresh conditions.

REDUCTION IN IRON PIPE.

A reduction is announced in the price of iron pipe, English make. Half-inch pipe has been placed under the same discount as $\frac{3}{4}$ and $\frac{1}{2}$ inch, while $\frac{3}{4}$ to $1\frac{1}{4}$ inch is fixed at 70 per cent., and $1\frac{1}{2}$ to 2 inch at 70 and 5 per cent. The reduction in the larger sizes is about 5 per cent.

Probably, owing to the reduction in price, there has been a slight improvement in the demand during the past few days.

MACHINISTS' TOOLS AND BICYCLES

The effect of the increase in the starting of bicycle repair shops throughout the country is beginning to be reflected in the demand that is being experienced for machinists' tools.

During the past week or two the wholesale houses have been experiencing an unusually active demand for tools necessary to the equipment of repair shops.

It is only within the reasonableness of things to expect that the retail hardwareman who handles bicycles should keep a repair shop in connection with his establishment. The hardwareman ought to reap all the advantage he can from the bicycle craze.

THE NAIL OUTLOOK.

WITH to day (Saturday) expires the time set by the nail associations for the delivery of nails booked at the old prices.

What the future will bring forth is, of course, a matter of conjecture. As the manufacturers in this country are following those in the United States, it is possible that we may see a further advance. Some people with whom HARDWARE AND METAL has conversed, confidently anticipate an advance, while others do not hesitate to say it will be difficult to mark prices up, especially in view of the fact that the demand is not likely to be active for some time, owing to the free purchases that have been made during the past week or two.

In order to get shipment before March 15, orders have been coming in freely. This applies more particularly to wire nails. When the association met a few weeks ago 40,000 kegs of wire nails, including useless stock, were in manufacturers' hands, and the allotment to be delivered before March 15th was 20,000 kegs. Some of the manufacturers acknowledge having exceeded their individual allotment. Consequently they will have to deposit so much for every keg over the stipulated quantity into the pool.

The fact that retailers are now pretty well filled up does not favor higher prices. On the other hand it must be remembered that, duty added, the price of nails in Canada is lower than it is in the United States, which, while this condition exists, will naturally be an inducement for the home manufacturer to advance prices. Then the Manufacturers' Association in the States have what is termed excellent control of the market, and while every one does not share in the view, there is a large constituency there that looks for higher figures. In the meantime, however, the trade over there, as in Canada, anticipated their wants in order to escape paying the higher prices which went into operation March 1, but it is thought that buyers will be placing orders again before the month is out.

AMERICAN WIRE IN CANADA.

While a large business in barb wire is being done in the United States, prices there are lower than they were a few weeks ago.

As a result of this demoralized condition of prices across the border, American barb wire is again being offered in Canada, although not much business appears to have been done yet.

On Wednesday last a special meeting of the Barb Wire Association of Canada was held in Toronto for the purpose of discussing the matter and considering whether a reduction should be made with a view to meeting the competition. Opinions regarding the matter were divided, and as the western members only of the association were pre-

sent, it was decided to leave the disposal of the question to the regular quarterly meeting in April.

In the meantime the situation may improve in the United States. As already pointed out there is an active demand for barb wire in the chief centres in that country, and from our exchanges we gather the information that it is anticipated that during March there will be a much larger business than in February.

The present price of barb wire f.o.b. Pittsburg is \$1.85 in carload lots, and \$1.90 to \$1.95 in less than carload lots. To arrive at the value of this wire in Canada it would, of course, be necessary to add the duty, 75c., and the freight.

THE MINERAL OUTPUT FOR 1895.

THE Geological Survey summary of the mineral productions in Canada have just been issued. With but few exceptions, there has been an increase shown in the production. The value of the output for 1895 amounted to \$22,500,000, an increase of \$1,600,000 more than 1894.

In the output of gold alone there is an increase of \$956,470, while silver shows well up with an increase of \$749,394. The heaviest drop is in coal. The figures show a decrease of \$673,151 for the year. Mostly all the other products show a slight increase or remain stationary.

In the following table will be found the totals of the principal outputs :

METALLIC.		
	Quantity.	Value.
	(a)	(a)
Copper (b) lbs.	8,789,162	\$ 949,229
Gold.....		1,910,921
Iron ore, tons.....	102,797	238,070
Lead (fine in ore, etc.) (c) lbs.	23,073,892	749,366
Mercury.....		2,343
Nickel (fine, in ore, etc.) (d)		1,360,984
Silver (fine, in ore, etc.) (e) oz.	1,775,683	1,158,633
Total metallic.....		\$6,370,146
NON-METALLIC.		
	Quantity.	Value.
	(b)	(b)
Asbestos, tons.....	8,756	\$ 368,175
Coal.....	3,512,504	7,774,178
Gypsum.....	226,178	202,608
Mineral waters (gals.).....	707,382	111,048
Petroleum (h) bbls.	802,573	1,201,184
Salt, tons.....	60,018	180,417
STRUCTURAL MATERIALS AND CLAY PRODUCTS.		
	Quantity.	Value.
	(c)	(c)
Cement, natural (lbs.).....	73,169	69,482
" Portland.....	61,475	111,680
Pottery.....		125,600
Sewer pipe.....		257,045
Terra cotta, etc.....		195,123
Tiles.....		200,000

(a) Quantity or value of product marketed.

(b) Copper contents of ore, matte, etc., at 10 to 4-5c. per lb.

(c) Lead contents of ores, etc., at 3¼c. per lb.

(d) Nickel contents of ore, matte, etc., at 35c. per lb.

(e) Silver contents of ore, at 65¼c. per oz.

(f) Oven coke, nearly all the product of Nova Scotia.

(g) Gross return from sale of gas.

(h) Calculated from inspection returns at 100 gallons crude to 38 refined oil, and computed at \$1.49½ per barrel of 35 imperial gallons. The barrel of refined oil is assumed to contain 42 imperial gallons.

The ton used is that of 2,000 lbs.

This year's production is the highest in the ten years during which statistics have been

prepared. In 1886 the total output only amounted to \$12,000,000, so that it will be seen that in the last ten years the output has nearly doubled.

TRADE ON THE NORTH SHORE.

MR. A. M. PARKINSON, of Trout Creek, has been paying his annual visit to the east. He was in Toronto on Friday last.

"We have had a good winter," he said in reply to a query of mine. "Trade has been good and the outlook is bright. And we have had some pretty cold weather. Two weeks ago last Sunday the thermometer registered 48 degrees below zero. But we don't feel the cold so much. You see, when we get these heavy frosts we do not get any wind."

"How have lumbering operations been this winter?" I asked.

"Good; there has been a lot of stuff got out in the woods this winter, and our mills expect a pretty busy spring and summer. We have four mills, but one of them did not run last season; neither will it this. Our largest mill employs about twenty-five men."

"Is there much done in pulp wood around Trout Creek?"

"We have cut and shipped a good deal in the past; but there will be nothing done in this year. Prices are too low and freight rates too high. The best we can get to-day is \$6.50 per cord, delivered at the mills, Niagara Falls, N. Y. Out of that we have got to pay \$3.50 for freight alone. This leaves only three dollars for cutting the wood and getting it on the cars, etc. The wood cannot be got out for the money. People did do it when they had nothing else to do; but they have lost money. And this year there will be nothing done. A good deal of what was got out last year is lying on the owners' hands rotting. About 2,500 cords of last year's cut is lying at South River. We have not so much at our place. We hold two or three hundred cords, and cannot find a purchaser."

Then Mr. Parkinson animadverted upon Trout Creek. "The town is going ahead nicely. When I went there six years ago, there was a small store and one hotel. Now we have four stores, three hotels, three churches, two blacksmith shops, a jewelry store, a millinery store, a harness shop, and a new school house that cost two thousand dollars. The town has done remarkably well for the time. It is the trade centre for the country for forty miles around."

Mr. Parkinson, who carries on a general business at Trout Creek, left for home on Saturday.

FURTHER GRAND TRUNK CHANGES.

It is reported on the Board of Trade that John Earls, for many years district freight agent in Toronto for the Grand Trunk, will retire, and his place will be taken by Mr. Quinn, now the agent in Liverpool, and at one time in Toronto. Mr. Wainright will go to Liverpool.

"WHERE ARE WE AT?"

By Scott McKerrow.

EVEN in the advanced stage of civilization in which we now live, we are very far from the "ideal state" as spoken of in Bellamy's "Looking Backward," or Sir Robt. Horton's "Altruria," wherein self and self interests are laid aside, and the interests of our fellows become our one absorbing passion. Ours is, therefore "looking forward" in very truth, and, if the ideal state mentioned above, that will level all differences, and solve all knotty problems, is in the near future or indefinitely far away, is not within my power to predict. Nevertheless, it is one of the pleasures the future has in store for us, and looking forward to its consummation will not in any way detract from the intensity of our present efforts. But while it is important that we press on, it is also essential that we stop at times and take stock, as it were, of the past, and in reviewing, profit considerably more than we would by continually pressing on.

One of our most important duties to-day is to find out "Where we are at."

There is not a line of manufacture at the present time which does not show a vast improvement over that of a few years past. If we take an old daguerrotype and compare it with our latest half-tone photograph, what marvelous improvements we see in the development of this art. If we place side by side the old "double decker" stove of 25 years ago with one of our latest improved cooking ranges, can we think of anything that will form a greater contrast? Let us take the old cast hollow-ware, heavy, clumsy and burdensome, and compare it with the light, strong, beautifully enamelled steel kitchen utensils which are now being manufactured in our fair Dominion at less cost, and our appreciation of the energy and enterprise of our home industries will be greatly increased.

While the improvement of all the lines of manufacture has occupied the attention of our brainiest men, the cheapening of the cost of production has been of vital importance. Our inventive powers have been taxed to the utmost in devising schemes and inventing machinery whereby these results might be obtained, and now those things which were formerly luxuries are now considered necessities, and are within the reach of all.

The cost of distribution has also been considered, else the economy of producing would be of little avail, and so our business methods have been revolutionized. If we compare our present business methods with those of the "good old days," we will find as great a contrast as in our lines of manufacture.

In the "good old times" we hear that travelers made two trips per annum; now they make from eight to twelve. Formerly

profits were large with less of a turnover; now margins are finer, with merchants depending on the rapid turnover for their profits. In former years twelve months' time was the usual credit terms, and as profits were larger, a loss was not of such serious importance. To-day such long credits would be ruinous, and, owing to smaller profits, a loss is much more difficult to sustain.

And this is "where we are at." The dealer who has decided to sell for "cash only," is the dealer who is building on solid rock and will stand the storm. There is one thing the department store has taught us, and that is: That if the price is low enough, the people will always get the cash to buy the goods if they need them, and that they never buy for cash, expecting to need the goods later on.

Many of our country merchants would be surprised to know that the surplus cash of the farmer is often sent to the city to purchase goods he handles, (at lower prices, because a strictly cash business is done) while other needs are purchased of him on time. An instance which occurred recently will illustrate: In one of our northern villages a dry goods firm have adopted cash system, and basing margins on economy thus obtained were offering inducements. A woman called on a competing dry goods man who does credit and borrowed five dollars from him. The latter shortly after found out that money was spent buying goods at cash store. "Nerve," you say! Not any more than he who uses his cash to buy goods from city and gets credit from you.

Can hardware men do a cash business? Yes. And all it requires is, a little perseverance and grit, and the power to say "No," coupled with the same diplomacy which every careful business man must now use in keeping his credit accounts within proper bounds.

The credit business is a great injustice to the cash buyer, as all the expenses of running a credit business must be considered when marking goods. Let us figure this, for example, in a business of from \$12,000 to \$14,000.

Cost of stationery, postage, etc., one year...	\$100
One man's time taking care of books.....	400
Losses from bad debts	200
Interest on \$5,000 in ledger at 8 per cent.	
bank interest.....	400
Total.....	\$1,100

This amount can be saved with cash system, and will average a difference of 10 per cent.

But you say, My partner looks after the books. Granted; but surely his time is worth amount above stated, and besides, if he was not occupied with them he would better fill clerk's place in store, dispensing with an extra hand. But, again, you might say, I look after my own books at night, and without books to attend to would have nothing

to occupy my time. Well, granted; but I think you would be a better business man by having a little relaxation, and your home circle would benefit by it also. Again, you say, How about a man wishing to build a barn who is perfectly good, but cannot pay inside of 60 or 90 days? Get an estimate of requirements, take his note at time required, give him due bill for amount of hardware he may need. Surely, if you are willing to trust him with your goods, no sane man can refuse to trust you with his paper. This applies to all goods on which a little accommodation may be required. Contracts for work could be taken on strict understanding that they be closed by cash or note on completion.

Why can't farmers pay cash? They are the best exponents of the system, as they sell nothing which is not immediately settled for in cold coin. Wheat, peas, barley, hogs, cattle, wood, and everything they have to sell is cash down in every case. Why not then buy on same lines?

I was pleased to notice the formation of a hardware, stoves, and tinware association the other day in northern Ontario, and subsequent advices inform me that it is meeting with much favor amongst the dealers, and is rapidly growing in membership. I understand the members meet again on 26th of March, to decide more fully on their future plan of action. The planks of their platform at present are:

1. The exchange of ideas as to the better carrying on of business.
2. The promotion of good fellowship amongst dealers.
3. The banding together for their own protection against unjust competition.
4. The concentration of requirements to obtain closer prices.

To these I would respectfully suggest that they add the cash system as the only basis on which business shall be transacted. If hardwaremen are to first adopt this system they will find it more easy to establish, as the spare cash for hardware requirements will come their way, while other branches of trade that are not so far advanced will still be selling on time. If it is adopted by all the hardwaremen of north-western Ontario the consumer will have no help for it, as he cannot better himself, while the Patron of Industry will be forced to do business on his own advocated methods.

An association of this kind cannot help but be beneficial to all its members and the trade at large.

A COMBINE ON GLASS.

Advices received this week from Belgium by Montreal brokers stated that an effort was being made to concentrate the sale of fourths quality glass with one or two offices.

If this is carried out the prospects are that this grade of window glass will be much dearer.

DROPS FROM THE EDITOR'S PEN.

Bad roads make bad payments.

Cleanly customers will not cling to uncleanly stores.

Good clerks are as essential to success in business as good goods.

A business to be permanent must not be built on a fake foundation.

A well fixed store is as essential to success as a well "fixed" merchant.

Etiquette is as much demanded in the store as in the drawing-room.

It takes a bold "ad" to win custom, as well as a brave heart to win fair lady.

It is to be hoped that when spring comes in she will be accompanied by a good brisk trade.

Method is the *modus operandi* whereby much work can be done in business building.

A well-dressed window is more profitable, and hence more desirable, than a well-dressed wife.

Observe the same regularity in the changing of your "ad" as you do in the changing of your linen.

It is not a difficult thing to create an ideal; but it is no easy task to create an ideal that is practicable.

Business may be fickle, but it is a more faithful rewarder of service than is the business of politics.

Merchants without organization, like a man without legs, make but slow progress against trade evils.

When an article won't sell it becomes a drug; but not, however, always qualified for the druggist's shop.

A government that is weak in business instincts can scarcely be expected to be strong in political acumen.

The merchant who keeps his shelves filled with dirty and dusty goods is eventually shelved by his customers.

An advertisement is not the business, but it frequently indicates what manner of business man the advertiser is.

It is indiscreet for a merchant to keep in his employ a clerk or salesman who cannot be allowed some discretion.

It is nothing strange for a man to succeed under difficulties. The strangeness would

be apparent if he succeeded without encountering difficulties. Difficulties may not be a lubricant, but they induce the energy that is necessary to success.

When a merchant closes his ledger he should close his methods which stock-taking has shown him to be pernicious.

With the opening of spring comes the desire of the merchant to close his store early. He should put his desires into practice.

Time waits for no man, and the merchant who does not keep up with it soon finds himself behind both his customers and time.

The study of how to make a favorable impression upon the various descriptions of customers is a part of the business curriculum.

It is well for a business man to be quick in coming to a decision; but it is also well for him not to be too quick: He might "wind" himself.

While the commercial traveler is usually dignified, he sometimes becomes indignant because of the disturbing elements he encounters in his territory.

The young man who starts out in life with the idea of acquiring wealth suddenly should consult some old hard-headed business man before he gets much of a start.

The Dominion Government at last appears inclined to do something for Montreal harbor. The black eye which Montreal Centre gave the Government recently appears to have brought it to its senses.

Siberia, it is said, will be Europe's future granary. The name of Siberia is at present associated with dark dungeons, bleakness and starvation. It will be a relief to have it associated with something brighter and more humane.

A merchant cannot always walk directly in the footsteps of another, but by ascertaining how he steps, he can generally gather an idea where it is best for himself to plant his feet.

He who starts out in life with no other wealth but that of mind and ambition is more richly endowed, both for this world and the next, than the average man who comes into the world with a gold brick tucked under his arm.

There are 340 different specimens of timber trees on the North American continent, 121 of which are within Canadian territory. It is no misnomer to call Canada a wooden

country, and she will not wax indignant at being so dubbed.

Recreation is a part of a merchant's business as well as work behind the counter: It endows him with the vigor to do good work behind the counter.

THE CARIBOO RAILWAY.

It is understood that the long talked of railway between Ashcroft and Barkerville, which will have the effect of opening up the great Cariboo country, is much more nearly an accomplished fact than many people imagine. The report is that negotiations are progressing for the acquisition by the C.P.R. of the plant of the narrow gauge railway which formerly connected Lethbridge and Dunmore (the Galt railway, as it is perhaps more favorably known). The rolling stock is an extensive and valuable one, and has been lying idle ever since the gauge of the Galt road was widened. The construction of a railway of the description proposed is much less expensive than that of one of the standard gauge, the cost of rock cutting and excavations being very much lower. We have always believed that the Cariboo railway would be an early development and with its construction and operation better days than those of old will be seen in Golden Cariboo. The C.P.R. people, with all their faults, have enterprise, which others would do well to emulate.—B. C. Commercial Journal.

WOODSTOCK BOARD OF TRADE.

At the annual meeting of the Woodstock Board of Trade the following officers were elected for the ensuing year: President, John White; vice-president, R. W. White-law; secretary-treasurer, J. G. Wallace. An effort is being made by the Board to have the instalment system of tax collections introduced. Pressure is also being brought to bear on the Town Council looking towards the erection of a new fire hall.

METAL TRADE IN BRITAIN.

S. W. Royce & Co., of Manchester, in their report of the metal trade for February say:

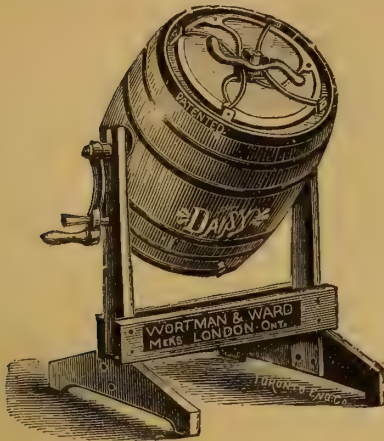
The improvement in the pig iron trade, which we were able to record in our last, has been maintained during the current month. Prices of pig iron at present are not actually higher than at the beginning of the present month, the fluctuations in fact having only been trifling during the last four weeks. A steady business has, however, been passing, and although at the moment matters are somewhat quiet, still makers are well sold ahead, and are not anxious about fresh business. Shipments from Middlesbrough up to the 21st inst. are returned as some 25,000 tons heavier than during the corresponding period of last year. Copper has attracted much attention, and large sales have been made, the price being now some £2 10s. higher than at the beginning of this month, and tending further upwards. Tin also has secured an advance of about 20s., and is steady. Spelter has advanced a little, but has now an easing tendency. Lead is a little dearer, and is firm.

THE DAISY

JOS. ELLIOT & SONS



Razors, Carvers, Butcher Knives, etc.
ALL WARRANTED.



No. 0—Seven Gallon Churn, for one cow.....	\$ 8 00
No. 1—Nine Gallon Churn, churns from 1 to 4 gallons.....	8 50
No. 2—Fifteen Gallon Churn, churns from 1 to 7 gallons.....	9 00
No. 3—Twenty Gallon Churn, churns from 1 to 9 gallons.....	10 00
No. 4—Twenty-five Gallon Churn, churns from 1 to 12 gallons.....	12 00
No. 5—Thirty-five Gallon Churn, churns from 1 to 16 gallons.....	16 00

EXPERTS RECOMMEND THE DAISY CHURNS

H. S. Howland, Sons & Co.

WHOLESALE HARDWARE

Liberal Discount.
Prompt Shipment.

... TORONTO

DRUMMERS AND RAILWAY RATES.

THE conference of the Dominion Commercial Travelers' Association delegates and passenger agents was concluded Monday at the Windsor Hotel, Montreal. In the absence of Lieut.-Col. Massey, the vice-president, Max Murdock, presided. The delegates spent the first hour in arranging and discussing business in connection with the requests about to be made to the railway representatives, after which Messrs. McNicoll and Ussher, of the C.P.R. and N. J. Power, of the G.T.R., were introduced, who promised to take the requests into careful consideration.

Several of the requests had reference principally to the Northwest, and the western delegates voiced them. A local rate on the C.P.R. main line from Fort William to Canmore and on branches in Manitoba was considered by the drummers too high, being three cents. The railway men were asked to reduce the rate to 2½c. The request that the \$10 rate from Winnipeg to Banff should include stop-over privileges was refused. It was agreed to reduce the rate of 5c. a mile to 3¼c. a mile on branches in British Columbia. Better arrangements for excess

baggage were also asked for, and they asked to be allowed to ship baggage by the regular freight rate as formerly.

Afterwards the delegates fully discussed the question of forming an executive for commercial travelers of the whole Dominion looking towards the federation of the present five distinct associations under a central committee. The matter will be referred to the respective associations. The meeting concluded with a vote of thanks to the chairman, and with grateful expressions of the delegates for kind treatment. The delegates were all invited to lunch by the representatives from the Northwest. Most of the visitors left for their homes last evening.

The D.C.T.A. presented each delegate with a souvenir copy of "Canada and her commerce."

A HINT TO THE CLERK.

Mr. Clerk, be firm, be emphatic, but be quiet about it, don't get boisterous, remarks an exchange. Be easy in your manner. Meet people on the level, convinced that you are as good as they. Consider yourself socially their equal, if you will, but don't presume upon it. Never strain the limit; keep

to your own side of the fence and don't attempt to be familiar.

For the time being you are the servant of those you are serving, and no matter how well people may treat you outside of the store, they may resent what they term presumption on the part of the clerk in his clerklly capacity. So be wise, and keep strictly to your own side of the fence.

A GO-AHEAD FIRM.

The James Robertson Co., Ltd., are again enlarging their manufacturing facilities. Only last year they completed a large building in connection with their lead and color works, and they have just purchased the varnish factory of D. A. Mackenzie & Co., which has a large storage and manufacturing capacity.

This place is already well equipped, but the new owners, as is their usual custom, intend to make it a modern first-class varnish works in every particular, and with a staff of experienced, skilful workmen they expect to be able to meet the largely increased demand for their celebrated "Monarch" varnishes.

PARIS GREEN

BUG KILLER

INSECTICIDES
AND FUNGICIDES

BLUE VITRIOL

(SULPHATE OF COPPER)

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

TRADE CHAT.

JOSEPH WRIGHT, son of the late John Wright, of Wright & Durand, builders and contractors, London, was shot and killed by an unknown at Victoria, B.C., the other day.

W. W. Groom, commercial traveler, London, is dead.

The Toronto Board of Trade Bill has passed the Senate.

Gananoque is to have a new wharf at the foot of Store street, to cost \$4,000.

The entrance fee to the Winnipeg Board of Trade has been reduced from \$25 to \$10.

Henry Jarecki, the founder of the largest brass factory in the United States, is dead.

The Law Amendments Committee of the Manitoba Legislature has thrown out the proposal of the Winnipeg City Council to impose an income tax.

The men in Sylvester Bros.' factory at Lindsay are working overtime to keep up with orders from the Northwest for machinery.

The Stratford City Council has decided to join with Perth County Council in building a house of refuge. They will contribute 13 per cent. of the first cost. The Iddington farm of 93 acres has been purchased as a site at \$64 an acre.

At Qu'Appelle, the other day, James Scott died. He was one of the leading business men in that section. Deceased was born in Palmerston, Ont., and sixteen years ago moved to the west. Mr. Scott leaves a widow and nine children.

Thomas A. Edison, the great electrician, has been in Sarnia for several days investigating the Pierce & Norris process of making bricks out of sand, plants for which are in operation at Sarnia and at London, Dunnville, Port Huron and elsewhere in Ontario. Mr. Edison proposes establishing a plant at his home in New Jersey.

The following are the Customs returns for February at the port of Stratford: Imports—Free goods, value, \$22,729; dutiable goods, value, \$17,472; duty collected, \$3,571.07; export value, \$30,038. The Inland Revenue Department, Stratford division, shows a revenue for February of \$3,715.55.

The income of Stratton, the Cripple Creek mining millionaire, is now estimated at \$150,000 a month. It all comes from the Independence mine, which he once tried in vain to sell for \$100,000, and there is enough ore on the walls of the shaft to yield perhaps \$1,000,000 if the aforesaid carpenter would permit it to be removed in a body. But he thinks it safer underground than in banks.

"The general business outlook for the province," say a British Columbian, "is decidedly better than it has been for some time. Although the actual material improvement may not be very great, the indications of a change for the better are visible. That

the demand for all commodities is increasing is shown by the larger collections at the Custom houses at Vancouver and Victoria."

Kingston Board of Trade objects to the bridging of Detroit River.

The Caledonia Natural Gas Co.'s annual report shows gross earnings for the year of \$840, with running expenses of \$56.15, leaving net earnings of \$784.29.

The Thomas Organ Company property, at Woodstock, which has been idle for some time, will shortly be started up again, Mr. Wm. Coventry having taken over the estate, which paid 40c. on the dollar.

The balance sheet and statements of the Canadian Pacific Railway of the results of working for 1895 have been issued preparatory to the annual report to be submitted to the annual meeting on April 1st. The gross earnings for the year were \$18,941,036.87. The working expenses were \$11,460,085.88, and the net earnings were \$7,480,950.99.

N. C. Bigelow, of Lower Stewiacke, N.S. has assigned. Mr. Bigelow has carried on a general business there for over 12 years, and is said to have done from \$30,000 to \$40,000 worth of business each year. In 1891 he lost his mill by fire. Previous to that he was reported to be worth \$12,000. The mill was built again in 1892. The same year the mill was partially burned, and also the store and stock, entailing a loss of about \$5,000. Mr. Bigelow alleges that he lost \$1,000 last year by parties failing to pay for their lumber. It is Mr. Bigelow's intention to call a meeting of his creditors and see what arrangements can be made with them. He says he is not going to leave the country, but shall start business again, having been offered backing by reliable parties if satisfactory arrangements can be made with his creditors.

AN OLD TEAMSTER'S MAXIMS.

As driving a horse is something that almost everyone has to do, even in this day of electricity and steam and bicycles, says Youth's Companion, the proper way to drive a horse is a matter of universal interest, and the following maxims, which are the work of an old driver, will be found good for men as well as for the animals:

The more whip, the less horsemanship.

Bad tempered driver—bad tempered team.

Axle-grease modifies the grain bill.

There are more balky drivers than balky horses.

The golden rule applies to horses as much as it does to men.

Whips, like emetics, are to be used very seldom.

A horse's power is proportionate to his food.

Five cents invested in sugar is better than a dollar invested in whips.

He who cannot govern himself cannot govern horses.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES

LOW PRESSURES

LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012.68 feet per second.
43 872.72 "

Far in excess of any other Powder,
Nitro or Black.

Pattern 233.

Pads Penetrated (Eley's Special) 30.6.

Pressures 2.17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Pump Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD.**

Dashwood House, New Broad Street, London,
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

THE RISKS OF CHEAPNESS.

THERE is no denying the fact that the prospect of getting an article for less than its cost value is intensely fascinating to the general public, remarks Age of Steel. Advertise a fire sale and the buzzard comes in crowds. Announce special bargains and the magnet draws as the loadstone does a needle. Placard the city walls with a notice of selling out at a loss, and the street cars are loaded with eager passengers to the Mecca of cheapness. It may be a subterfuge and a deliberate fraud, the cheap goods may be dear at any price, and the money spent thereon be practically thrown away, but the fish continue to follow the bait and the angler to ply his vocation. Men and women will waste shoe leather and time, and willingly sacrifice ten cents on car fare to save five cents in a purchase. It is done every day and everywhere, and in many instances to such a reckless extent as to seriously damage honest and reputable business. Now, while it is true that surplus, damaged or bankrupt stock have their legitimate claims on the public pocket, and have to be disposed of in some way to escape total loss, it is no excuse or justification for its adoption where it is either fraudulent or unnecessary. It has too often been the ruin both of business and public morals. It interferes with the basis of values, and is a ravenous devourer of legitimate profits. It may be gratifying to petty or personal envy on the part of a merchant or dealer to undersell a competitor. It may keep the clerks busy and the procession moving. It may be an advertisement that travels where the bill poster never goes, and it may rake in dollars otherwise kept in a china mug or expected in another business cash box, but all this exuberance is too often as ephemeral and practically valueless as a rainbow would be if cut up into neckties. Men are in business for what they can save as well as for what they can sell. They cannot thrive on losses, nor can they pay their bills with what they throw away. The inevitable may be postponed by an elastic system of credits by which a two dollar trade can stave off a five dollar debt, but the end is sure. The milk stops when the cow is dry. Examples of this are familiar to all business men. They keep the insolvency mill grinding out its grist, and collection attorneys would have little to do if the curse and craze of cheapness were not so general. We admit its inducements and temptations, but no sane man can deny its dangers. To the man who sells as to the man who buys it has its fascinations. He loads his shelves with a surplus of stock that too often has to be dumped on the market at a sacrifice. Trade refuses to cross the threshold of his store without the temptation of a chromo or a prize. Patronage once suckled at this teat refuses any other kind of milk. The public are spoiled and business demoralized. It were better to sell less and make a profit than sell more and ask for an assignee. All staple and permanent business is built up on this line and when the mushroom is gone the old oak remains.

Count us out

If you are looking for low-priced paint—cheap stuff—we are out of it. If you are willing to judge paint by results, we want to go into the matter with you. Long ago we made up our minds we would only make one grade of paint—a really good paint. We do not want to do all the business. We know we could not do it if we tried. We believe there is a trade for a cheap paint as well as a first-class article. As far as we are concerned, however, we will only make the good stuff. We do not believe anyone can do full justice to both. Anyway we think it reasonable that by giving our entire thought and attention to making good paint we have a better chance of success than if we tried to make three or four cheap grades. Besides, we have a “weakness” for making good goods. We like it. It is our ambition to excel in making good paint.



S.W.P. is the Paint for me.

The WALTER H. COTTINGHAM CO., Ltd.

MONTREAL

A GOOD BRAZING FLUX.

PROBABLY for some kinds of work borax will never be improved upon for a flux, but for some other varieties of brazing borax does not completely fill the bill—as, for example, when brazing work which must be filed and cannot be ground. Then the borax will leave a very hard skin, which destroys many a file before it is fully removed. For this kind of work some mechanics like to use boracic acid, putting it on with a brush or swab. The hard skin is thinner and comes off easier when the acid solution is used, but a writer in The Tradesman is of the opinion that the difference lies mostly in the fact that not so much of the flux is used when the solution is employed.

The usual way is to pound up a lot of lump borax in a lead melter's ladle or the hollow of a blacksmith's sow. Some of this (usually very coarse) powder is placed on the work with a bit of flat iron. Too much borax for the purpose is necessarily used in this manner, and the excess goes to make up the hard skin which “does for” the files. When the acid is used, the same effect is secured as when the solid borax is applied, but not one-tenth the amount is used, and that is applied just where it is needed.

If for any reason the manager insists upon solid borax being used, make that official

procure a coffee mill (one of the old-fashioned cheap ones will answer perfectly) and have all the borax ground very fine. Then, a little of the dust powder can be rubbed or dusted on where the joint is to be made, and the braze made without having a lot of oxide and slag piled up around the work.

The same principle can be applied to soldering with rosin with equal advantage. Instead of having the rosin pounded up in a dish, grind that, too, in a coffee mill, and apply it by means of a little swab made out of a bit of cotton mosquito netting wound around the end of a bit of stick and tied with a thread. But a better way of using rosin for soldering is to play the liquid trick, the same as was done with the borax. This is easily done by dissolving the borax in alcohol. Wood alcohol, or the substance known as “alkaline,” will answer as well as the pure alcohol, and will not cost as much, but the smell of the latter makes up for any shortcoming in the way of price.

The soldering flux thus made is to be applied with a swab in the same manner that acid is used. As the alcohol dries, which will be very quickly, the rosin will be deposited in a hard layer upon the surfaces to be soldered, and will not be easily thrown off by rain, wind, or any sudden jar, any of which will completely disperse the powdered rosin commonly used.

RAILWAYS IN THE TRANSVAAL.

WITHIN the past few years a very great development has been made in the railway system in the south-east section of Africa, owing to the rapid growth of the newer colonies.

One of the most important of the new lines is the Netherlands South African Railway, extending across the Transvaal (or the South African Republic) from the eastern frontier to Pretoria, and thence down to Johannesburg and the southern frontier. At its southern end, on the Vaal River, it connects with a line crossing the Orange Free State, which in turn connects with a line of the Cape Government railways from Nauwpoort to Port Elizabeth (and also to Cape Town). At its eastern end, at Koomati Poort, it connects with the Delagoa Bay and East African Railway, 3-foot 6-inch gauge, 51 miles long, which extends across Portuguese territory to the port of Lourenco Marques, on Delagoa Bay. From Johannesburg there is also a line extending to a connection with Natal Government railways at Charlestown, giving through communication to the port of Durban. The Netherlands South African Railway was built by an American syndicate for a Dutch company holding a concession from the Transvaal Government. It is of 3-foot 6-inch gauge, with 425 miles open and 185 miles under construction, and its equipment includes 92 engines, 178 passenger cars, and 1,500 freight cars. The Transvaal has, therefore, outlets to all the important ports, including Cape Town, Port Elizabeth (724 miles), and Port Alfred, East London, Durban (440 miles), and Lourenco Marque (348 miles). From Koomati Poort a French company is building the Northern Railway of the South African Republic to Leydsdorp, opening up a mining region, and has about 200 miles of 3-foot 6-inch gauge now under construction.

The Cape Government railways of Cape Colony comprise three main lines, extending from the ports of Cape Town, Port Elizabeth and East London. The total length of the system is 2,270 miles, all of 3-foot 6-inch gauge, including the line extending across the Orange Free State. The equipment comprises about 377 locomotives, 439 cars in passenger service and 6,072 cars in freight service. The small line on the west coast, extending from Port Nolloth to Ookiep, 100 miles, is that of the Cape Copper Company, and is 2-foot 6-inch gauge. There is also an additional line (unfortunately shown as uncompleted by a dotted line on the map) connecting the line from East London with the main line crossing the Orange Free State. The railway authorities are now asking for bids for the construction of three light railways, as follows: 1. From Mossel bay (half way between Cape Town and Port Elizabeth, on the coast) eastward to Georgetown, Oudtshoorn, Willowmore and Klip-laar, 229 miles, connecting the latter place

with the Graaf Reinet Railway from Port Elizabeth; 2. From Somerset East (on the main line from Port Elizabeth to the Transvaal) eastward to Cookhouse, Bedford and Fort Beaufort, 76 miles; 3. A continuation of the latter line from Fort Beaufort to King William's Town, where it connects with a branch of the East London line.

The Natal Government railways aggregate about 339 miles, all of 3-foot 6-inch gauge, and the equipment comprises 91 engines, 231 passenger cars and 1,450 freight cars. One of the enormous tank engines, with eight 38-inch driving wheels and six truck wheels, used on the heavy grade divisions, has a total weight of 100,800 pounds, with 69,300 pounds on the driving wheels.

Besides the lines in the territory shown on the map there are four important pioneer railways, two on the west coast and two on the east coast. On the west coast are the Royal Transafrican Railway, now nearly completed, from St. Paul de Loanda to Ambaca (in the province of Angola), with 220 miles of meter gauge, and the Congo Railway, which is under construction by a Belgian company, from Matadi to Stanley Pool, a distance of 270 miles. This line is of 2 foot 5½-inch gauge, and has been completed for about thirty miles. On the east coast the Beira Railway, 2-foot gauge, extends 180 miles from Beira, on the Pungwee river, to Chimoyo, and is being extended to the Mashonaland goldfields. Work is also about to be commenced by the British Government on a line of 30-inch gauge from Mombasa to Uganda, at which latter point it will connect with navigation on the Victoria Nyanza.

ACTIVITY IN CAR BUILDING.

Some very large equipment orders have been reported in the last few weeks. The contracts for new cars reported last week, for instance, amounted to 6,000 cars. These included orders from the New York Central & Hudson River and Erie roads for 2,000 cars each, and from the Lake Shore and Michigan Southern for 1,500.

Going over our files for the current year we find that the car orders which we have recorded foot up to the respectable figure of 12,500. If we include the orders for new equipment awarded the few weeks before Jan. 1, this total will be largely increased. The Pennsylvania alone ordered 5,500 cars, and other companies about 1,500 cars. We find, therefore, that the car building concerns have put orders on their books in the first few weeks of this year for about 20,000 cars in round numbers. The actual figure must be larger than that, for no doubt there have been some orders of which we have failed to hear. Twenty thousand cars is a large amount of equipment to be contracted for in two winter months. Car builders themselves may say that their shops have a capacity for a much larger number, but as

these orders have been pretty well distributed there must be a few shops which are not more busy than for several years past. Few industries have so many lines of business dependent on their condition as car building has. The lumber dealer, the manufacturers of car couplers, brakes and brake beams, the foundries, and a host of others, are all active when the car builder is busy, and languish when he is idle. Car building is now in a very healthy condition, and promises to continue so during the year. There seems to be nothing to interfere with its continued prosperity.

Our annual summaries of car building have shown only 32,000 cars built in 1895, only 17,000 in 1894, and 51,000 in 1893. The latter figure must be below the normal annual requirements for new cars. With orders for nearly half that number already given out there seems much likelihood of a larger number of cars than 50,000 being built this year.—The Railroad Gazette.

RAILROAD BUILDING IN THE STATES

As to prospects for railway building in 1896 it is too early to give a detailed estimate, but it may be said that the outlook is better than it was a year ago. Our books show between 3,000 and 4,000 miles of proposed roads on which work was in progress in 1895, or for which contracts had been let, and many thousand miles more might be counted representing legitimate undertakings which sooner or later are likely to be carried out. If the general financial situation continues to improve, as now is the common expectation, railway building will receive a decided impulse. A study of the map will show that there is still room and will be need for a vast addition to the railway mileage of America, and in the light of these possibilities it will be seen that the rate of increase of the last two years is less than that which may be expected in ordinary times. It is not probable that the record of tracklaying will fall so low as 1,800 miles for many years to come. The weekly list of new incorporations which is to be found in these columns is alone evidence that railway building in the United States is yet very far from completion.—Railway Age.

WIRE NAILS

WIRE - TACKS

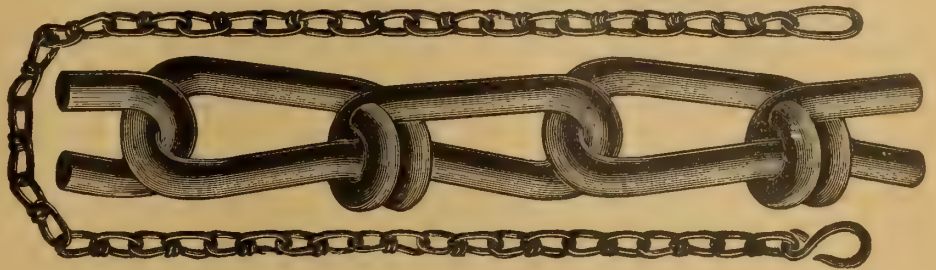
Ontario Tack Co.

HAMILTON

THESE CHAINS are stronger than the heavy English trace chains, and about one-third lighter.

WRITE FOR CATALOGUE

PATENT BLUE TEMPERED
STEEL WIRE TRACE CHAINS



The B. GREENING WIRE CO., Ltd., Hamilton, Canada.

THE RISE OF THE SUMMER STOVE.

THE summer stove, says Age of Steel, has long since ceased to be a novelty.

It has made its way into public favor with good reasons for the same, and is likely to continue there on just the same claims. It may be heated with gas or oil, it may be costly, complicated, or otherwise, but wherever obtainable its service will secure its use. To this end, and with an appreciative knowledge of its popularity, the production of gas and oil stoves has become a great and growing industry. It represents heavy investments of capital, a host of ingenious devices, and continuous improvement both in artistic designs and practical utility. The producer of coal gas is in many of our cities extending the radius of supply, and the peddler of oil or gasoline is becoming as much in evidence as the milkman or the huckster. As the summer stove is in response to climatic conditions it is as directly so with the tastes and needs of modern times. It is an economizer of time and labor. It needs no coal shed and makes no smoke. It is independent of the chimney, and makes no contributions to the ash heap. It leaves

the buck saw on the peg and involves no visits to the wood pile. It needs but a match and the turn of a screw to give it its meridian glow. It saves soap and towels, the penance of perspiration and a late breakfast. The house-wife escapes her daily par-boiling and the family the usual strife as to who will light the fire. The stove that glowed like a forge and fried other things as well as steaks, and made an equator of the kitchen and a cauldron of a cottage, is now being replaced by its improved successor. Less dirt, less odor, less labor, less time, and less expense, are all in favor of the summer stove. It may insist on more care or intelligent use, and may have its risks when out of repair and not properly handled, but its economies and other advantages are so manifest, that its permanent place in household equipment is guaranteed till something better replaces it.

A YEAR OF MINERAL PRODUCTION.

The summary of the mineral production of Canada for 1895 has just been issued by the Department of the Geological Survey.

Of the metallic product, the value totals \$6,370,146, as follows: Copper, \$949,229;

gold, \$1,910,921; iron ore, \$238,070; lead, \$749,966; mercury, \$2,343; nickel, \$1,366,984; silver, \$1,158,633. The value of the non-metallic products, including structural material and clay products, was \$15,875,197. The value of the coal mined was \$7,774,178; petroleum, \$1,201,184, and phosphate, \$1,201,184. Of the structural materials, \$1,800,000 worth of bricks was taken out, and \$1,200,000 worth of building stone. The total value of these metallic and non-metallic products in 1895 was \$22,500,000, as compared with \$20,900,000 worth during 1894.

WILL MAKE A FULL LINE OF SAWS.

The W. R. Gardner Tool Co., of Brockville, Ont., are applying for letters of incorporation to Dominion Parliament; the capital is \$100,000. The company have let contract for the erection of a large addition to their present factory and have also purchased the Beaver Saw Works, of Hamilton, which have been removed to Sherbrooke, Que., where they intend to manufacture a full line of cross-cut, circular, mill and hand-saws, also buck-saws, billet webs, and all other kinds of saws.

Thinking of Wheels?

Everybody wants to ride a bicycle, and each season brings new features of construction and improvements in detail, until now the best wheels are almost perfect mechanically, so that the labor of riding is greatly lessened and the pleasure highly increased.

We only sell **reliable wheels**, wheels that we guarantee, and are sure that we have just what will satisfy everyone in our varied stock.

We want reliable agents everywhere.

Send for our catalogue—it's full of information about styles and prices.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

THE DEPARTMENTAL STORE EVIL —A REMEDY.

EDITOR HARDWARE AND METAL
The great price-cutter, the departmental store, has been the subject of considerable discussion in your columns for some time past. That these enormous retail houses have become a source of great danger to the commercial life of the smaller dealers is admitted by every man engaged in retail business. But they are with us, and we have to fight them by every fair and legitimate means at our disposal. How to do this, and not be unjust, is a problem worthy our most serious consideration.

In Toronto an attempt was made last year, I think, to check the growth of this octopus by levying a special tax on each of the several departments. The measure did not carry, as public opinion is against extra taxation on principle. Besides, how could a municipality levy a tax on the grocery or any other department of a store because it may happen to be carried on with one or more other branches of trade, and not impose the same tax on the corner grocery shop? If imposed on both, it would only increase the revenue of the city; if imposed only on one class of traders, the party aggrieved would undoubtedly contest its legality, with a strong chance of success.

I have written to suggest a remedy, which is as simple as it would be effective. Boycott the price-cutting store in your private dealings, and have your friends do the same. Do individually what you tried to do collectively. This remedy suggested itself to me during a visit to Toronto and Montreal not long ago. On several occasions pieces of furniture and clothing were shown to me by the wives and daughters of some of my friends, whose husbands are retail merchants, with the remark that they had been purchased at So and So, the great departmental store. In answer to my query as to whether the same goods could not have been purchased in some other store as cheaply, I was told: "I did not go anywhere else to find out." A lady friend, whose husband carries on a retail dry goods store, told me she had bought a jacket at the big store because her husband did not happen to have the goods she wanted in stock at the time. When I remarked to her that she was contributing her share to the success of an institution that would eventually drive her husband, as well as many others, to the wall, she innocently said: "The matter never suggested itself to me in that light." Such cases are not exceptional, they could be cited by the dozens, nay, hundreds.

I have prepared a short table that ought to help to convince my fellow-tradesmen in your city and elsewhere, of our numerical strength and ability to carry the war into Africa if we only had a clever general to

lead us in this great battle for a living. Who is the man, or what local association, will take the initiative in organizing a provincial—or better still—a Dominion Retail Merchants' Protective Association that will seriously take up the consideration of this most important question?

The following traders in Toronto are all indirectly suffering in their business by one or more of the price-cutting departmental stores:

Crockery, etc.....	30
Dairies.....	260
Dressmakers.....	650
Druggists.....	140
Dry goods.....	90
Express and cartage.....	200
Fancy goods.....	100
Flour and feed.....	75
Fruits, fish, etc.....	120
Furniture.....	55
Furs.....	15
Gents' furnishings.....	40
Grocers.....	2,000
Hardware.....	75
Hats, caps.....	25
House furnishings.....	40
Market produce.....	200
Milliners.....	70
Pictures and frames.....	30
Produce dealers.....	20
Stable fittings.....	55
Proprietary medicines.....	60
Provision dealers.....	95
Stationers.....	80
Tailors.....	250
Wooden ware.....	13
Total.....	4,788

Or a total of about 5,000. Allowing on an average 5 members to each family, it would give a total of 25,000 persons to start with. Say that we, each of the above merchants, employs two heads of families, and with the same average per family it will give another 50,000 consumers. En passant let me remark that the clerk is even more interested than the merchant of the present day, as the big stores are daily lessening his chances of ever being able to start out for himself at any future day. But this is not all. We must not forget our mutual friend, the landlord, he that owns and rents business stands to small traders in every part of the city. I will guess this class to number 1,000 sufferers. On the basis of calculation as above it will bring the grand aggregate total to 80,000 (eighty thousand) consumers. I ask, Mr. Editor, don't you think that something could be done?

My advice to the owners of business stands of all kinds, to the retailers or distributing community in all branches of trade, is, be sure, as far as possible, that your patronage flows into channels whose tide may return to you some day. Do not help on your own destruction by patronising the large "price cutters." It is the inherent right of every British subject to be free, therefore let us organize, and enter the fight with a determination to win, and win we will.

Yours truly,

A. E. P.

Ottawa, March 9, 1896.

TO MAKE BOTTLES BY MACHINERY.

The Toledo Glass Co., of Toledo, O., is pushing work on its new factory to contain a 12-pot furnace from which will be manufactured the finer grades of wine and beer bottles made in a paste mold in connection with an automatic blowing machine. The gatherer brings the glass, places it in the machine, which grasps it as a blower would, and holds it straight while the mold closes; it then revolves the pipe as a blower usually does when blowing in a paste mold. The mold opens automatically, and after the pipe and ware is removed the mold is dipped automatically in water and brought around in a circular form, and is ready again when the gatherer brings along the next piece of molten glass which he has been preparing. In this manner it is stated on good authority that 400 paste mold tumblers have been produced in one hour. Even electric bulbs are not an impossibility with it, but the firm only expects to enter into the production, as has been before stated, of the finer grades of wines and beers.

BILL RESPECTING ASSIGNMENTS.

The Attorney-General of Ontario has introduced a bill as to certain proceedings under the Act respecting assignments and references by insolvent persons. The Attorney-General makes provision for filing assignments in the districts of Algoma, Muskoka, Rainy River, Thunder Bay, Manitoulin and Nipissing. The largest dividend possible is to be paid by the assignee within twelve months after the assignment and every six months thereafter. The inspector is not to have any allowance beyond necessary disbursements without the consent of the creditors, and then not more than \$4 per day and expenses. It provides for the examination of clerks, agents, etc., of the assignor, and for compelling persons having any statement as to the affairs of the insolvent to disclose the same.

Sir Oliver Mowat, in introducing this bill on Friday last, observed that he had already a bill on the same subject on the order paper, but that so many suggestions had been made since the first measure was introduced that he had drafted this bill as a substitute bill.



... Don't Forget

About the special **Spring Trade Number** of
THE HARDWARE AND METAL MERCHANT
 which comes out next month. It will
 have many special features. Do you
 want any extra advertising space? ...
 Better secure it early.



Screen Doors . . . Screen Windows (Adjustable)



The door we are handling this season is $\frac{7}{8}$ -inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE
Samuel, Sons & Benjamin
 164 Fenchurch Street, London, E.C.

. . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 13, 1896.

HARDWARE.

THE week has not furnished any new or striking feature. A fair volume of trade has been transacted, and if anything there has been a slight increase in the actual movement from warehouse, while the orders for forward delivery are satisfactory on the whole for plain wire, wire nails, horse nails, rope, belting, etc. No changes in value are to note in any of the leading lines, but the tone is steady on all, especially belting, building paper, and cut and wire nails. Payments still give cause for frequent complaint, and constitute the unfavorable feature of the situation.

WIRE—Makers have been forwarding quite a lot of wire and have quite a sheaf of orders on hand awaiting lower freights. The same can be said of jobbers. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Business in barbed wire is not active, but some moderate orders are noted. We quote as follows: Barb, \$3 12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—The demand for these has been quite brisk and a satisfactory volume of trade is noted, both for the Province of Quebec and the east. Discounts now are 75 f.o.b. Montreal, and 70 and 12½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business in these continues to show less volume than at the same period last year. The base price for these was advanced 10c. to \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs., car lots 10c. rebate.

HORSE NAILS—Some increase in orders noted, but it is hardly appreciable. Discounts are 55 per cent.

HORSESHOES—Business continues quiet and prices the same: Iron, \$3.50; steel, \$4.75 to \$5.75, as to brand.

TACKS—Remain dull and unchanged.

SCREWS—Continue dull at the old figures. Discounts: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—Small lots continue to move for actual wants. Discounts range from 10 to 12½ per cent.

ROPE—Business is moderate and prices unchanged. We quote: Sisal, 6¾ for 7-16 and upwards, and pure manilla, 9c. for 7-16 and upwards.

BELTING—The demand is somewhat better than it was on account of forward shipment. Discounts are 45 per cent. on standard, 40 per cent. on extra and 50 per cent on No. 1.

CUTLERY—There is a fair seasonable business doing in cutlery both for pocket and table use.

SPORTING GOODS—The season for these is over for the time being.

CHAIN—Offers of coil chain are spoken of at lower values in the west, but no change is noted here. Business in cow ties is quiet, with prices the same.

GREEN WIRE CLOTH—Jobbing houses have been turning some good-sized shipments into stock, but demand at the moment is not of an aggressive kind. In fact,

business is quiet for forward as well as for prompt shipment. The reduction in the west does not seem to have been followed up here by jobbers, who are still asking \$1.50 to \$1.60.

PLUMBING SUPPLIES—Orders for spring shipment outside are fair, but business on local account is unsatisfactory.

TOOLS—Draining and harvest tools are still in fair enquiry, but there is little or no call for edge tools of any kind.

BUILDING PAPER—There has been no change here, as prices were held firm for over three weeks back by local makers. We quote: Plain, \$1.50 per roll; tarred lining, 60c.; tarred felt, \$1.60 at mill per 100 lbs. Car lots can be had for less money.

TINWARE—Fair quantities seem to be going out.

CEMENT—No change. We quote as follows: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05. Enquiries for import are coming in, but no trade has been done.

FIREBRICKS—Continue quiet and firm, at \$17 to \$21 per 1,000, as to brand.

METALS.

Business has opened out a trifle this week in metals and heavy hardware, but is still far from active. No change of importance is noted in values, which remain generally as last quoted.

PIG IRON—There is little change to note in pig, and prices generally are steady. We quote: Summerlee and equal brands of Scotch, \$20 to \$21; Eglinton, \$18.50, and Ferrona, \$17.50.

BAR IRON—Business continues inactive, but makers note better orders from some sections, notably the Maritime Provinces.

SHEET STEEL—There is a fairly brisk demand noted on the basis of \$2.75 per 100 lbs. for 8 to 16 gauge.

Splendid Oil Cook—

"The Splendid" embodies the experience and improvements of the past twenty-five years. **Powerful 8-inch circular burners.** Wicks easily cleaned, removed or replaced. **Brass Reservoir** located so that it is impossible to become heated. **Steel top and frame.** Roasting, baking and broiling can be done to perfection. **NO ODOR.** Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Manufacturing Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

SITUATIONS WANTED.

AS HARDWARE SALESMAN OR BOOK-keeper. Long experience, highest references, young man. "Bright," care **HARDWARE**, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," **HARDWARE AND METAL** office, Toronto.

AS TRAVELLER, BRANCH MANAGER, OR Agent. Good connection with hardware and general store trade in Northwest. Best references. Address, E. W. Low, 489 Sargent Ave., Winnipeg, Man.

BUSINESS CHANCE.

WANTED BY PARTY IN HARDWARE BUSINESS, partner with capital; object, to increase above business. Box 9.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

(Send for 1896 Catalogue) **MONTREAL**

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 to 542 CRAIG ST., MONTREAL

GARDEN HOSE

Every description
of
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

25 cents

HARDWARE AND METAL, Toronto

SHEET IRON—Fair enquiry of a hand-to-mouth character. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Business is of a narrow character for actual wants, but these seem to be expanding, and entail some increase in volume. The spot basis is unchanged on the basis of \$5.75 per 100 pounds up to 20 gauge.

PIG LEAD—Business quiet and prices steady at \$3.25 to \$3.50, as to quantity.

LEAD PIPE—Demand is small and price is maintained at 7 to 7½c., with 30 per cent. off.

GALVANIZED IRON—There have been quite a few orders for import, and country dealers have been asking for the shipment of supplies from warehouse held subject to their order.

INGOT TIN—Round lots are obtainable at 16c., but we quote 16 to 17c. as a range, according to the size of the order.

INGOT COPPER—Business is quiet and prices unchanged at 11c.

SHEET COPPER—There has been a fair enquiry for sheet copper at 15½ to 25c., as to grade.

IRON PIPE—Business is dull and discounts are not by any means settled. Ideas here range from 65 to 70 and 10 per cent. as the allowance.

CANADA PLATES—Business has shown a little more life in these, and prices exhibit a steadier tendency at \$2.20 to \$2.25, though a round lot can still be had for less money.

TIN PLATES—Some buyers here who have run out of supplies had to replenish on spot. They found no difficulty in doing so, and it is understood that some 1,500 to 2,000 boxes of cokes changed hands inside of our quotations for ordinary jobbing lots, which range as follows: cokes, \$2.65 to \$2.75, and charcoal, \$3.25 to \$3.65.

TERNE PLATES—Remain dull as before at \$5.75 to \$6.25, as to brand.

SOLDER—Continues quiet at 11½ to 13c.

SHEET ZINC—Dull but steady, at 4½ to 5c.

SPELTER—No change from last week, business ruling dull, at \$4.50 to \$4.75.

ANTIMONY—Dull at 10c.

GLASS.

Business in glass is beginning to pick up a trifle, orders for forward shipment being on the increase this week. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business continues moderately active in this department with prices generally firm. Linseed oil is steady at the reduction named last week. The demand for white lead is improving, but on account of keen com-

Old Metals . .

SUCH AS

**Copper, Brass
Lead, Zinc, Iron**

Find a CASH BUYER in

W. G. HARRIS

25-31 William St.

Toronto, Ont.

TELEPHONE 1729

Dayton

See the design
of this wheel—
it's stylish

Dayton

Examine the
finish—it's
beautiful

Dayton

Try its riding
qualities—
You'll be de-
lighted

Send for Catalogue.

J. & J. Taylor

TORONTO.

petition there has been no advance corresponding to the enhanced value of the raw material.

WHITE LEAD—Business fair, prices steady. We quote: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

RED LEAD—In more request, and firm on account of stocks being light. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, in casks, 3¾c., and kegs, 4c.

ZINC WHITE—Demand light at last week's quotations: pure \$7, and No. 1, \$6.50.

LIQUID PAINTS—In active demand at former rates, namely, \$1 to \$1.05 for prime, and seconds 90c.

VARNISHES—Unchanged.

PARIS GREEN—Firm and in good demand. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

LINSEED OIL—Steady at the reduction: one to four barrels raw, 54c.; boiled, 57c.; five to ten barrels raw, 53c., and boiled, 56c.

TURPENTINE—Quiet at 45c. less 3 per cent. 30 days.

RESINS—Dull but steady. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

Business on the mend with prices firm. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.50 to \$5; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business in this line is fair and prices are steady. We quote as follows: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

There is no change in beef hides, which we quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c. Calfskins are firm, with a good enquiry, at 7c. for No. 1, and 5c. for No. 2. Lambskins have been very firm during the week, some large sales being effected as high as 90c.

ASHES.

There is no change in ashes which we quote: First pots, \$3.50; seconds, \$3.25 to \$3.30, and pearls, \$5.

MONTREAL NOTES.

The Dominion Wire Rope Co., 146 St. James street, Montreal, have now in the

hands of the printers a comprehensive catalogue regarding all kinds of wire rope, and also a new tramway of the very latest style, which they are offering to the trade. It will be ready for the mail next week, and anyone desiring one can secure it by writing to the above address and mentioning **HARDWARE AND METAL**.

A. C. Leslie & Co. have been appointed agents for the Ottawa Valley and eastern Canada for the Red Cross brand of building paper, carpet and roofing felts, manufactured by the Northumberland Paper and Electric Co., Ltd.

E. R. Watson, representing Painchaud, Squire & Co., has just returned from a trip to the Pacific coast. Mr. Watson says that business in the coast province is better than it was last year, and that the same applies to Manitoba and the Territories.

Lewis Bros. have just turned into stock this week a large shipment of screen blinds, etc. The demand for these goods is just opening out.

The "Cavalier" bicycle, for which Caverhill, Learmont & Co. are the wholesale selling agents, is having a favorable reception from the retail trade. Orders are increasing for it.

Dorken Bros. are now established in their new and handsome premises, 140 McGill street. The removal from the old site, 24 Lemoine street, was necessitated by their growing business.

C. P. Fabien, Notre Dame street, who sells the well known Aubin pattern refrigerator, has just shipped this week a very large order to Quebec.

The Thos. Davidson Manufacturing Co., Ltd., Montreal, have just received some large shipments of German and French oil stoves, and are now prepared to supply any requirements in that line.

ONTARIO MARKETS.

TORONTO, Mar. 13, 1896.
HARDWARE.

ALTHOUGH trade is not yet satisfactory, business has improved perceptibly in general hardware and tinware during the past week. Heavy hardware has also come in for more attention. A continuous improvement in trade is anticipated for some time to come, although no business boom is anticipated. Shipments of ordinary fence wire are going out quite freely, and a further improvement in the demand for barb wire is announced. Unusually large quantities of nails have been going out, particularly wire. The demand continues to improve for horse nails, but that for horse-shoes shows a decline. A good demand is reported for copper rivets at the advanced price. Coil chain is in good demand. Trade in plumbing supplies is improving. An active demand has sprung up for clothes wringers, and a good many ice cream freezers are go-

ing out. Orders are still being booked for churns. Hoop and band iron are both dearer, and the discount on carriage bolts has been fixed at 60 per cent. A slight change has been made in the discount on brass hand bells, and the discount on American cow bells is lower. Grain cradles are about 5 per cent. dearer, and Canadian and American made planes are dearer. Payments are still slow.

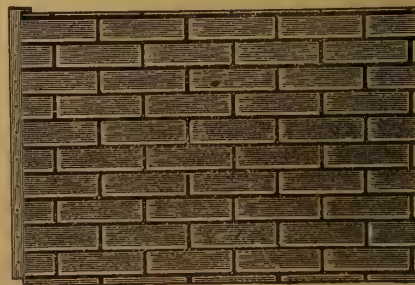
FENCE WIRE—Shipments are going out quite freely, and enquiries are coming in for quotations for delivery this month. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—A further improvement is to be noted in the demand for both barb and plain twist. A few large orders have been received for shipment, but, in general, quantities wanted are only half-ton lots. We quote: 3c. per lb., plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days, freight prepaid on 10 keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—This being the last week in which orders booked prior to the advance can be shipped, unusually large quantities have gone out. Discount 70 and 12½ per cent.; delivery made on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

CUT NAILS—Practically the same remarks apply to these as to wire nails, although the quantities going out are not as large. We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, To-

**EQUAL TO ANY SUPERIOR TO MOST
EXCELLED BY NONE.**



WE MANUFACTURE

**Metal Sidings Corrugated Iron
Metal Shingles Metal Building Fronts
Metal Ceilings.**

Send for new Catalogues.

**THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.**

ronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The improvement noted last week has been maintained. Discounts are unchanged at 55 per cent.

HORSESHOES—The demand for these has fallen off, especially from Ontario points. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER AND BRASS WIRE—The demand continues fair for small quantities.

COPPER RIVETS—The demand for rivets is good at the recent advance, and a number of enquiries are being received for rivets and burrs put up together. Discount on rivets, 50 per cent. off the list.

CARRIAGE BOLTS—A change has been made in the discount on carriage bolts. It is now 60 per cent. instead of 60 and 10 per cent. as formerly.

ROPE—There is not much business passing except in cotton and Russian hemp for plough line purposes. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13¼c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

TACKS—Trade continues quiet and featureless.

CUTLERY—There is a nice trade doing for this time of the year.

SPORTING GOODS—Trade shows no signs of an improvement.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Orders are still being booked for future delivery at \$1.50 per 100 square feet.

COIL CHAIN—Some good shipments have been made during the past week, especially in sizes ranging from ¾ to ¼ inch.

PLUMBERS' SUPPLIES—Although trade is still quiet, business shows some improvement on both country and city account.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—A good deal of activity has developed in this line, and the demand is generally well spread over the different lines. The idea as to price is still \$26.50 to \$27.

CHURNS—Orders are still being booked for shipment during the next month, and quite a few deliveries have already been made both from stock and factory. As is noted in our editorial columns, an effort is being made by the manufacturers of the

Corrugated Galvanized Iron

**ROOFING
SIDING
CEILING AND
FENCING**

Any size Sheets up to
96 x 33 inches

**NOW IN STOCK
22, 24 and 26 Gauges**

**QUALITY UNEQUALLED
PRICES RIGHT**

See that you get the "OWL" Brand

METALLIC ROOFING CO., LTD.,

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

"Daisy" churns to arrive at an agreement with the jobbers regarding the discounts. The ruling discount is now 75 and 5 from factory, and 70 per cent. from stock.

TOOLS—The demand is being maintained for spades and shovels, scoops and harvest tools. A number of orders are also coming in for post-hole augurs.

BUILDING PAPER—There is nothing new to note. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Trade is on the increase. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE—An active trade is reported. Some good orders are also being received for granite ware, especially that of Canadian make.

MILK CAN TRIMMINGS—The demand is still light. Discounts: 25, 10 and 7½ per cent.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS

A nice trade is being done in galvanized and black sheets. Tin plates are also in good demand, this being the season when the tinsmiths make up their stocks.

PIG IRON—The market remains much about the same. An odd carload of Hamilton pig has arrived at about \$17 per ton Toronto for No. 2 foundry. Niagara brand pig is nominally unchanged at \$18.30 for No. 2 and \$18.80 for No. 1.

BAR IRON—Orders are becoming more numerous, but with few exceptions they are on the small side. In carload lots sales at

\$1.55 to \$1.60 f.o.b. factory are being made, and \$1.65 to \$1.70, according to quantity, is the idea from stock.

HOOP AND BAND IRON—Prices in both these lines have been advanced to \$2.30 per 100 lbs. The demand is just fair.

SHEET STEEL—Trade remains fair, both in "Dead Flat" and ordinary brands. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, ¼c.

BLACK IRON—Is going out well, principally in the larger sizes. We quote as follows: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business has been a little better this week, but it is still far from being satisfactory. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

PIG LEAD—Business is quiet, with prices unchanged at 3¼ to 3¾c.

LEAD PIPE—Business is still practically confined to small quantities. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

GALVANIZED IRON—Trade remains fairly satisfactory. Import orders are being booked daily, and shipments from stock are also good. Prices are being firmly adhered to. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT COPPER—A few good sales have been made during the week. Prices have been advanced ½c. per lb., and we now quote 11½ to 12c.

INGOT TIN—There are no large quantities moving, and sales of small lots are reported at 16½ to 17c.

SHEATHING COPPER—Has been in fair demand, especially for braziers. We now quote 14½ to 16c., according to quantity for 16 oz.; lighter weights in proportion,

IRON PIPE—Prices have been reduced slightly. We now quote: $\frac{1}{4}$, $\frac{3}{8}$ to $\frac{1}{2}$ in., 67½ per cent.; $\frac{3}{4}$ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent.; American pipe, 2½ inch and larger, we still quote at 65 to 67½ per cent. The demand has improved a little during the week.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvanized, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Trade, as is natural at this time, is quiet. A few good sales have, however, been made for special purposes. Prices are unchanged. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Some good sales have been made during the week in cokes. Shipments in charcoal are fairly satisfactory. Import orders are being continually booked. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Trade continues quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Business is fairly good. Discount 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—Quiet and unchanged. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—Has been going out freely at unchanged prices. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—A little more activity has developed in this line. We quote: Domestic, 4c.; imported, 4¾c.

ANTIMONY—Is going out a little more freely than it was, although no large lots are passing through hands. We quote: Cookson's, 9½c.; ordinary, 9c.

OLD MATERIAL.

Deliveries are a little freer and the demand has improved. There is a demand for cast scrap, but there is none to be obtained on account of it being covered with snow. We quote: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

Business is much about the same as a week ago. The demand from stock is limited, and an odd import order is still being received. We quote: For import, \$2.10 to \$2.15 first break in 100-foot boxes; from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

"As the days lengthen so the orders strengthen" is an axiom in paint and oil circles, and this branch of business should begin to have a cheery look about it. An American traveler paying his first visit to Toronto was asked his impression of "our fair city." "Needs painting," was his laconic reply. This is a fact. The country demand

is good, considering that it is still early in the season, but the city trade could stand lots of improvement. Turpentine is a little lower in the South, but prices here are unchanged. There is very little Paris green selling, but the probabilities favor a further advance on account of a further appreciation in arsenic and blue vitriol. Arsenic advanced 1½c. per 100 lbs. on Thursday, making Paris green very firm with little disposition to offer. American-made glue has advanced about 2c. per lb. Local quotations are as before. Litharge, orange mineral, and red lead are in fair request at slightly higher prices.

WHITE LEAD—Ex Toronto we quote:



The Stearns Bicycle

Is known throughout cycling as a light, staunch, stylish, speedy mount. There's a best in everything; the '96 Stearns is a veritable edition de luxe among bicycles. Finished in black or orange. Stearns riders are satisfied riders, and always proud as kings of their mounts. Your address will insure receipt of our handsome new catalogue when issued.

"The Yellow Fellow"

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

TRULY WONDERFUL

... WATER-PROOF ...

ALL TINTS

A substitute for . . .
Oil Paint
and
Whitewash

INDURINE

Trade Mark

Fire-proof and
Weather-proof
An excellent
Disinfectant

ALL COLORS

... COLD WATER PAINT ...

Cheap, durable and easily applied. Can be used by anyone on any surface, and by its chemical nature at once producing a flexible enamel finish which is indestructible and cannot be washed off.

WM. HALL, Sole Manufacturer.

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier St., MONTREAL

MATCHLESS



IN USE

THE MATCHLESS

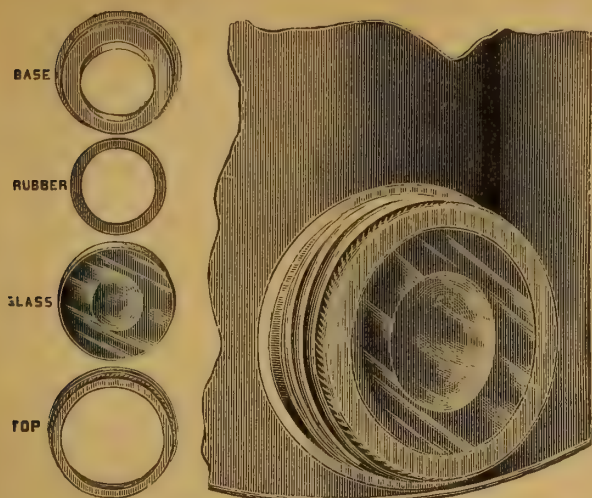
Folding Tub

.. and Wringer Stand

A new invention for holding the wash-tubs and wringer solid. Required in every house. All hardwood; substantially made. Takes the lead in price and quality.

J. H. Connor

Manufacturer OTTAWA, CAN.



PATENT APPLIED FOR.

BULL'S EYE CREAMER GAUGES

Hit the Mark at Last

Something the country has been looking for—a Creamer Gauge that cannot leak and that can be easily cleaned.

.. STRONG, NEAT AND DURABLE ..

Takes less time to solder than old-style gauge. No risk of breaking the glass. Soldered from inside of can and leaves no place for sour milk to lodge. Can be taken apart to wash and have every part thoroughly scalded out. Parts interchangeable and can be replaced at small cost.

Diameter of Glass 2 Inches.

THE THOS. DAVIDSON MFG. CO., LTD., MONTREAL

Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ to 18c.; ¼-lb. packages, 19½ to 20c.; Paris white, 90.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4 25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 4c. in barrels, and 5c. less quantity.

SEEDS.

Receipts continue fair and prices are unchanged. Alsike, unchanged, at \$4 50 to \$7

per 100 lbs. Red clover, firm, at \$7.50 to \$8.33 per 100 lbs., and timothy, \$3.75 to \$4.50 per cental.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 6c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade quiet. Fleece nominal at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20¼ to 21c., and extras 22½ to 23c.

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Ingot copper is quoted ½c. per lb. dearer. Arsenic advanced 1½c. per 100 lbs. on Thursday.

American glue is 2c. per lb. dearer in the primary market.

Turpentine is easier in the South. An advance is usually more in order than a decline at this time of year.

Hoop and band iron has been advanced to \$2.30 per 100 lbs.

The discount on carriage bolts has been reduced to 60 per cent.

Discounts are 5 per cent lower on the larger sizes of English iron pipe.

The "Ætna" bread knife is in stock with both H. S. Howland, Sons & Co. and M. & L. Samuel, Benjamin & Co.

Sanderson Percy & Co. are in receipt of a shipment of "Star" bicycle enamel in seven colors.

H. S. Howland, Sons & Co. are in receipt of their spring shipment of the "Triumph" corn planter, with and without pumpkin seed attachment.

M. & L. Samuel, Benjamin & Co. have taken into stock this week a carload of "Daisy" churns, and are therefore in a good position to fill all orders promptly.

Wilkinson's blacksmith anvils and solid box-tail vises have just been received into stock by H. S. Howland, Sons & Co. These goods are warranted.

M. & L. Samuel, Benjamin & Co. are in receipt of a carload of spring hinges. This is the No. 4 "Ideal Hold-Back," 3 x 3, and is put up half-dozen pairs in neat cardboard box, and in cases containing 12 boxes or

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

Write for Remington Art Catalogue

half-gross pairs. Large sales have already been made of this hinge for the spring trade.

H. S. Howland, Sons & Co. are in receipt of a shipment of galvanized wire poultry netting, in 1-inch, 1½-inch and 2-inch meshes; all widths from 18 to 72 inches

H. S. Howland, Sons & Co. are in receipt of shipments of brass grommets and "White Mountain" ice cream freezers. The Messrs. Howland, who are the Canadian agents, report that the sale of the "White Mountain" freezer have been very large.

UNITED STATES MARKETS.

NEW YORK, March 13, 1896.

PIG TIN—On the Metal Exchange there was formal closing up of old contracts, representing, upon their face, a considerable quantity of tin. Under the rule 50 tons, spot delivery, were sold at 13.30c. They were bought in 25 tons for March delivery, 25 tons for April, 25 tons for May and 25 tons for June, all at 13.35c. An additional 25 tons at 13.40c., for March delivery, was also recorded. Apart from the doings in this connection there was nothing in the way of speculative business and attempts at operations in futures were remarkably feeble, although London cabled 10s. advance in prices and heavier dealings. Purchases by consumers and by interior dealers were also on a very moderate scale and confined almost wholly to immediate deliveries. Values underwent no important change, despite the improvement abroad. 'Change contracts were obtainable at 13.35c. at all events, and little time, if any, was offered elsewhere at under 13.40 to 13.45c. f.o.b. in five-ton or larger lots. On jobbing quantities 13.50c. was named as being an inside rate

COPPER—Both export and home trade demand appear to be comparatively small at present, and the market has hardly the animation that has prevailed at intervals of late. Still, no signs of freer offering of the metal were visible nor was there a suggestion of weakness except in certain quarters where European speculative interests are more or less prominent. It seemed very doubtful that purchases could have been made of early deliveries at less than 11½ to 11¾c. for Lake Superior ingot, 10½ to 11c. for electrolytic and 10½ to 10¾c. for casting stock.

PIG LEAD—Western advices were conflicting and not free from suspicion that quotations, if not the market itself, are being manipulated more or less. Certain it is that bids of 2.85c. were turned down, in the face of public quotations of 2.80c. For delivery or in this vicinity 3.15c. may fairly be quoted for ordinary western. London cables were somewhat lower, quoting £11 3s. 9d. for soft Spanish.

SPELTER—The combination price was raised to 4.25c. for standard western brands, delivered here or at common point. In other quarters purchases could have been made at 4.15c., possibly at 4.10c. A fair business has been effected the past few days at the inside rates, but the offering is at present compara-

tively light. London cables were very firm and quoted an advance to £15 2s. 6d. for good merchant bars.

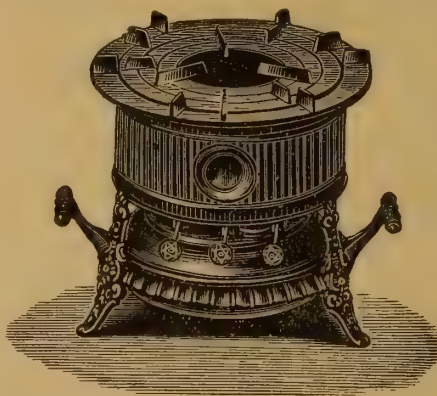
ANTIMONY—A fair jobbing business is passing and prices are without radical change. Regulus quoted at 7½ to 8c. for Cookson's, 6½c. for Hallett's and 6¾c. for Japanese in wholesale quantities.

TIN PLATE—There is no improvement in the demand in this section, and purchases are mostly of hand-to-mouth type. Prices remain in more or less unsettled condition and weak nearly all along the line.

IRON AND STEEL—The demand for both crude materials and finished products continues spiritless, and prices in most lines are still somewhat unsettled. No positive movement was reported for the day, however, outside of rumors of sales of No. 2 X foundry pig iron at under \$12. tidewater delivery.

OIL STOVES.

This cut represents the German stove that was such a favorite last year with those



who were fortunate enough to secure some of them.

Glass fount, perfect draft, made in 1, 2 and 3 burners. Write for prices to the Thos. Davidson, Mfg. Co., Ltd., Montreal.

WOODENWARE MEN MEET.

The quarterly meeting of the Canadian Woodenware Association was held in Toronto on Wednesday. The question of the competition of the prison-made product of the Dorchester Penitentiary was referred to, and some strong feelings are understood to have been expressed with reference thereto. Nothing was decided upon regarding prices, and an adjournment was made pending the receipt of reports from selling agents throughout the country as to the prospects for spring trade. From what **HARDWARE AND METAL** can gather there does not appear to be any prospect of lower prices, as the manufacturers are now turning out their products at figures which are anything but satisfactory.

The Guelph Norway Iron and Steel Co. have just completed the erection of a large storehouse for finished iron; capacity, 2,000 tons.

There is a new stove polish on the market called "Scientific Stove Enamel." It produces an admirable gloss, and being in paste form is easily applied to any part of the stove, which is more than can be said of liquid preparations. The Scientific Varnish Co., of Toronto, are the manufacturers.

PERSONAL MENTION.

Mr. Arthur H. Symonds returned a coupé of days ago from a business trip through Quebec and the Maritime Provinces to Halifax. He reports a fairly successful trip, although business is at the moment quiet in the east.

Mr. W. H. Evans, of the Canada Paint Co., Toronto, has been elected a member of the Toronto Athletic Association. Mr. Evans is a firm believer, evidently, in the Latin motto: *Mens sana in corpore sano* (a sound mind in a sound body).

The R. A. McCreedy Co., Ltd., with their five lines of wheels (1st, 2nd, 3rd and 4th grades, and boys' and girls'), can fill the bill in every case. Their medium priced machine, so it is pronounced by those who have examined it, is really a high-grade article at a price equal to the lowest in the market. As their supply of these is limited, dealers will consult their own interests by placing their order at once. The celebrated Fauber single-piece crank bracket, which they control for Canada, is a distinctive feature of the company's high grade wheels. It gives a narrow tread without weakening the machine, and through its adoption the bugbear, loose cotter pins, is overcome. The ball races, furthermore, are so placed that they are directly under the pull of the chain. In addition to bicycles, the McCreedy travelers, who are now on the road, carry with them complete lines of fishing tackle and sundries. Their catalogue will be ready in a few days. Those desiring them should write in and get their names on the mailing sheets.

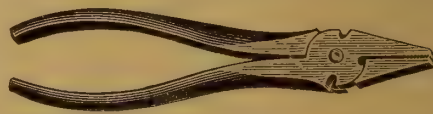
Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

Fencing Pliers



THEILE & QUACK'S
FORGED STEEL
FENCING PLIERS.

From all jobbers.

Get them and you get the best.

LAMPLUGH & McNAUGHTON
SOLE AGENTS - MONTREAL.

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of . . .
Hamilton, Ont.

. Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

**Buck Saws
Billet Webs
And all other Saws
kinds of**

SPECIAL ATTENTION
GIVEN TO REPAIR WORK

CHANGES IN STOVE DESIGNS.

AFTER an experience of 20 years, divided between the retail and whole-sale lines, the writer is very firmly of the belief that, generally speaking, stove manufacturers change their styles of stoves much too often for their own profit and the profit and good of the retail dealer, says "Observer," in Metal Worker. The above assertion is most forcibly illustrated and proved by the fact that some manufacturers who have done very little changing during the past ten years are by far the most successful people on the market to-day. In making this assertion, I will at once qualify it by saying that a style of stove to be run for a number of years must, of course, be one that takes, looks and operates well. It would not do for a manufacturer to try and run a stove which was a flat failure (as is sometimes the case), but when a pattern comes out which has all the good points, and commands a ready sale at once, it seems to me the top notch of folly to change it all over the very next season simply to have something new. I have known this to be done many times, when the new one did not go at all, and in trying to force it many good customers were driven away.

I cannot understand, for my part, why a manufacturer should change unless compelled to, for it certainly costs a great deal

of money to get out new patterns, and, as I understand it, all the big money made in times gone by, in the manufacture of stoves, has been on some one which was a success and ran for a number of years without change. There is a continual complaint from some very large manufacturers of stoves that they cannot pay any dividends, and some have even been forced into deep water. In my opinion this continual changing is a very large factor in these matters. Not only is there money wasted, but retail dealers become disgusted and withdraw their trade from such people. If manufacturers believe that dealers are fond of this sort of thing they should go out and interview the average retailer throughout the country. How many times I have had retail dealers say to me: "I'm afraid to put in many of these stoves for if I carry over a few of them you will have a new one next year, and these will be out of date," or, "I do not more than get your stove nicely started and a good number of them placed than you change it all over, and perhaps the name, so I must begin anew." If some of the men who are at the head of large concerns could go out on the road for a year and work over the country, contending with such odds as are met by the man who does the selling, they would learn of many things which would work much good to the trade

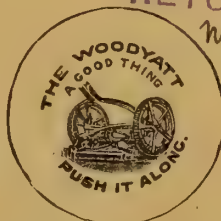
if put in force. At this time of year stakes are set for the new season to come and all changes made. I can say, with all the vigor of being in the right, to any manufacturer of stoves who has a good thing which suits his trade, let it run right along and don't for a minute allow any one to make you believe you should have something new.

A GOOD DEAL CHANGING HANDS.

The Chronicle's full report for the second week of February shows a gain over last year of 16.71 per cent., and the preliminary report for the third week shows an increase of 6.53 per cent. over the corresponding week of 1895. Last year the gross earnings of the railroads of the country were, in round figures, \$61,000,000 better than the year before, and the railway companies disbursed for materials and wages \$35,000,000 more than the year before, and distributed among their owners and creditors \$26,000,000 more than in 1894. These figures show strikingly how an improvement in one branch of business extends itself to others. The railway earnings have continued to show improvement, while manufacturing was somewhat contracted and general business was rather disappointing. Even if prices are unsatisfactory, and demand is lighter than was wished and expected, there is evidently a good deal of merchandise changing hands and changing location.—N.Y. Journal of Commerce.

Have You Got One

Of Our Buttons?
If Not, Drop a Postal



And we shall be pleased to supply
one for each of your clerks.

A. R. WOODYATT & Co.

Guelph, Ont.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE newly organized Master Plumbers' Association, of Toronto, is getting along swimmingly. The membership is now about 50, and as there are accounted to be in the city practically that number of legitimate plumbers—that is, plumbers who confine themselves to plumbing—it is obvious that practically all the plumbers in Toronto have thrown in their lot with the association. This is something that could not have been said with regard to the old organization. On Friday next the association will hold a banquet.

PRACTICAL PLUMBING.

The corresponding secretary of the Montreal Master Plumbers' Association is one of the Canadian authorities on practical and scientific plumbing. **HARDWARE AND METAL** has therefore great pleasure in giving to its readers an able address which that gentleman delivered to the plumbing class of the Council of Arts and Manufactures last week:

In the remarks on Practical Plumbing, which is the subject of this evening's lecture, it is my intention to confine myself for a considerable portion of the time to an endeavor to make you acquainted with "The Pump." My reason for so doing is that the pump is the foundation of almost all there is of what is known to you as plumbing. It is an instrument, or machine, used for handling water, lifting it, in the common mode of speaking, from a depth, and delivering it either at the pump level, as is the case with the ordinary lift pump, or as in the case of what is known as the lift and force pump, delivering it to a higher level or forcing it to a long distance. I shall not say anything about pumps in their more complicated forms, as the general principles on which pumps work are the same for all, so that if you fully understand the principles of the ordinary lift and force pump, you can easily apply them to any machine of a similar nature, used for handling fluids, whether the fluids be any of the gases, or common air, or water, oil, or whatever the substance may be, for I want you to make a note of, and remember, that the natural laws that apply to the liquids and gases are the same; it will also interest you to know that the laws applying to heat and light are the same. I said, just now, the pump was the foundation or basis of our trade in this city, and the reason is, that without it, we would not be able to handle and control water in the way we do. Every time you open a water tap in our city it is a pump that supplies the water that escapes. In the country, where anything more than the ordinary well with the bucket and rope or other simple means is used for raising water, you will find a pump generally fitted on top of the well, and usually a

plain simple lift pump, or you may find a lift and force pump, worked by a windmill, steam or hot air engine, or simply by working the handle up and down. This simple machine is the principal factor in our splendid water works system, one of the best in the world, giving as it does a continuous supply of good water at all hours. It would be to the interest and profit of each of you to go out to the pumping house, and see the magnificent machines that force the water from the low level at which they are set, to the reservoir on the mountain side, from which it is distributed by the large mains to the different streets, from which point it is introduced into our houses.

The pump is a very ancient machine. Its principles were invented or discovered by a mathematician of the Egyptian city of Alexandria about 120 years before the birth of Christ. Plumbers should all study natural philosophy if they desire to become successful practical plumbers, or practical mechanics of any kind, for that matter. There are three kinds of pumps: First, the sucking, or, as we call it, the suction pump; second, the lifting pump, and third, the forcing pump. It is commonly said by plumbers that a pump lifts the water when speaking of the ordinary suction pump. It does nothing of the kind. The working of the piston rod, to which the working box and valves are attached, up and down in the barrel (to which it must be fitted air-tight) simply exhausts the air, just as in the same way you could exhaust the air out of a straw or tube by sucking it with the aid of the mouth and lungs. If one end of the tube is in water you are said to suck up the water into your mouth. This was the popular idea of the matter, but we plumbers should know more about it than to accept such a statement as truth. What really was done was simply to exhaust the air; then the pressure of the atmosphere forces the water into the tube just the same as the pressure of the water from the pumps or reservoir forces the water into the water pipes.

This is not the time to go into the question of air pressure, but you may take my word for it, that it is a fact, that the air is pressing the earth, our bodies, in fact, everything it comes in contact with, with a pressure of about 15 lbs. to the square inch. The pressure of air, or its weight on the body of an average sized man, has been calculated to be about 13 tons; and if it was not that the pressure is inside of us, pressing or pushing out, at the same time as the pressure is outside pressing in, we would be flattened out in no time, but as the pressure is equal on both sides, what is known as an equilibrium is established. Now equilibrium is simply another hard name for balance. You know if you put two weights that are

equal, one on each side of a scale, the scale will balance, that is, remain on a level or be at equilibrium. It is to be hoped you now understand something of the force that sends the water up into the suction pipe of a suction pump, and from that into the pump, then by means of the bucket or sucker it is delivered out of the spout of the pump. Illustrate with a common lift pump: Materials wanted: Glass tube, saucer, soda-water glass, common lift pump, a lift force pump, chalk wiper, black board, wrench, pliers.

When you hear boys, and sometimes men, talk of pumps lifting water 50 or 100 feet you must know they are talking nonsense, or else are speaking of something different from the ordinary suction pump; but I am wandering from giving you a description of the common suction pump, which consists of several parts. First, there is the barrel, which is a plain cylinder, perfectly round and smooth in the inside and fitted at the bottom with a screw and coupling or other convenient means for securing the bottom valve and attaching the suction pipe to. At the top of the barrel is formed a spout, or outlet, for the water, and generally an attachment to which the handle is secured. Then comes the bottom valve, or what old-fashioned plumbers used to call it, the clack, and below the clack the coupling for attaching the suction pipe to. Next we have the sucker, piston or working box, for it is called quite correctly by each of these names. This is generally a specially made casting, as you see, to which a piece of properly shaped leather is attached in order to make a perfectly tight joint between the sides of the barrel and the sucker or piston.

In this piston is fitted a similar valve to the bottom valve, except that it is so arranged as to be shut when the bottom valve is open, and open when the bottom valve is shut. To this working box, or piston, is attached what is called the rod, and this rod is again attached by a movable joint to the handle, which is again attached to the pump by another movable joint. Now, be sure that the parts of your pump are correctly made and fitted and all the joints in the suction pipe are tight; and this is very important, as, if

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

J. WATTERSON
 Merchant
Montreal

Window Glass

Before buying send in your specifications to us and we will quote makers' lowest prices for importation.

NOVA SCOTIA STEEL CO.
 Limited

NEW GLASGOW, N.S.

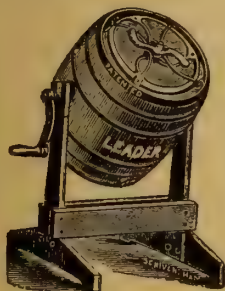
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER CHURN



Our Churns for this season are first class in every respect well bound with **six** hoops and thoroughly dry.

WRITE FOR PRICES.

DOWSWELL BROS. & CO.

Hamilton, Ont.

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

the pump draws air through a leak in the suction pipe, you will get very little water into your pump, even if the hole is a small one, or none at all if it is a large one, and even if you should get it as soon as you stop pumping, you will lose it; that is, the pressure of the air getting into the pipe through the leak will force the water back to its original level in the well, river, lake, or whatever it may be you are attempting to draw water from. Now, all joints being tight and the conditions for pumping right, we will start working the handle up and down. Now, as the piston is forced down in the barrel, the bottom valve will shut tight and the valve in the piston will open, letting the air that is confined between the bottom of the pump, above the bottom valve and the under side of the piston, escape through the valve in the piston, or working box.

As soon as the pump handle has been raised to its proper height to send the piston down into the barrel to its full extent, which is called the stroke, you reverse the action; that is, you press down on the pump handle, which causes the piston to be raised in the barrel, and of course, as there is little or no air below the piston the air tries to rush into the empty space, which is scientifically called vacuum; but then our little valve in the piston shuts and says: "No, you cannot get in this way; I am here to prevent that," so the air tries to get in by an easier way, which is through the bottom valve of the pump; for, remember, this element takes always all the short cuts and easy roads, but in order to get in by the bottom it must first pass through the water; but the water also says, "No you can't pass through me." "Well," replies the air, "if you will not let me pass; you must at least come with me or go before," and it forces a certain quantity of the water up into the suction pipe, the quantity being in proportion to the size of the pump, and the length of the pull or stroke of the piston. As soon as the piston has got to the top or upper part of the stroke, the action is again reversed and the process of pumping is kept up, until at last little by little the water rises up the suction pipe, until it gets into the pump. Then the valves of the pump of which I have told you work in the water, and to a certain degree the water is a help; but, always remember, it is the pressure of the air that has forced the water into the pump; then at every stroke of the pump you deliver as much water from the spout of the pump as is in proportion to the size of the barrel and the length of the stroke.

The quicker you work the handle of the pump the more water you will get up to a certain limit. If you work it too fast you will simply rattle your pump to pieces. A steady stroke is best, because you must give the water time to flow into your pump. It can only do so at a certain rate, as the flow of water through pipes is limited and governed

The Swansea Forging Company, Limited

SWANSEA
 Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
 Wire Nails Washers
 Bridge and Roof Rods
 Contractors' Supplies
 Carriage Hardware

Bicycle and Drop Forgings of all kinds, etc., etc.

Brushes

SPRING 1896.

**NEW LINES
 NEW PRICES
 NEW GOODS**

New catalogue now in press, ready about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine.

The Best Wall Coating on the Market.
 Sold by Paint and Hardware Dealers everywhere.

ALABASTINE

Is fully protected by letters patent. Dealers selling goods that infringe on our patents will be prosecuted for damages, as well as the makers. A word to the wise should be sufficient.

THE ALABASTINE CO. LTD.
 PARIS, ONT.

by certain fixed laws or rules laid down by nature; but that is a subject for you to study for yourselves or hear about at another time, but it is important to avoid anything that will check the easy flow of water. An elbow is a great check; if you must turn a corner, a long easy bend is by far the best. Sometimes a valve is put on the bottom of the suction pipe in the water. The object of this valve is simply to help the bottom valve of the pump and relieve it of a part of the strain, as it holds the water up, especially if the valve in the pump leaks owing to poor fitting, or if something has got under it, as is a very common trouble. A piece of wood, sand or what not is very liable to get under the valve; then the air pressing on the water in the suction pipe restores the equilibrium or balance and the water falls back to the level of the water in the well, and, as we say, the pump has lost its charge, and all the work of pumping out the air to form a vacuum has to beg one over again.

Now we will suppose that we not only want to draw water from a depth or a distance, but we want to deliver it at a greater height than that at which the pump is set or to a greater distance. In order to do this what is called a lift and force pump is used; that is, the ordinary suction or lift pump has added to it a tight top and an additional valve, and very often an air chamber. You can see the different parts of the pump here. When the handle of a lift and force pump is worked in a similar manner to what I have tried to make you understand for the common suction pump, instead of the water flowing out of the spout of the pump it is forced to whatever distance or height you may require. Of course, the power or strength to be applied has to be greater, and the different parts of the pump made strong enough to stand the extra strain, for water is a heavy substance to handle, and you have not got the assistance of the 15 lbs. air pressure to help you.

Once you get the water above the working box, or piston in the pump, then it is dead weight you have to lift. The object of the air chamber is to form a cistern of air so

as to give a little elasticity or spring to the column of water you are delivering, for, although air is a substance, the same as water, or lead, or stone, and can be weighed or lifted and moved about, yet it is not a solid substance in the same sense as water is. Water is one of the most solid substances known to science; it cannot be compressed to any great degree; that is, it cannot be squeezed into a smaller space than its original bulk. Now, air can; and can be greatly compressed, by using the proper mechanical appliances; but once it is compressed, and you take off the pressure, it will at once expand again and escape from whatever vessel it is confined in until it resumes its original bulk and comes into balance with the rest of the air. You will see by the drawing on the blackboard that the air chamber of a pump is so made that a portion of the air is confined in it, and it acts as a spring or cushion, and serves to reduce the shock, caused by the forcing of a solid substance like water against the different parts of the pipes, etc., by the action of the piston. It also serves to give a steadier flow of water; that is, the spring in the confined air exerts its force on the water at the intervals in pumping, between the down and up strokes of the handle and piston.

What I have said will give you a general idea of the principles upon which the working of a pump is based, but I have by no means exhausted the subject, nor could I do so in one lecture; and I have as much as possible avoided going into big words and high science. I have tried to give you in shop talk some knowledge on this important subject. Now, all pumps are not lift or suction pumps any more than all pumps are force pumps. The pumps that supply our city are, I think, simply force pumps; that is, they are set down in a pump well and the water flows into them. They do not have to suck or lift it, it simply flows into them from the canal and aqueduct that is above them; but once the water gets into them the action of the piston forces the water into the pipes for direct delivery into our houses or up into the reservoir at the mountain side. In the same manner pumps are fitted into wells down in

the water, and the action of pumping is simply to raise the water. When fitting a pump into a deep well this is a very good plan to adopt; at any rate you must not set your pump at a greater height from the water than I have told you, viz., about 25 feet. The rest of the work, if a greater height than that is to be reached, must be done by forcing, or the direct action of mechanical force. There are many forms of pumps, so called, that are not strictly speaking pumps at all. The rotary pump is simply a fan driving water on a similar principle to what the rotary fan drives air, excepting that air, not being such a solid, heavy, or dense fluid as water, it allows a good deal of modification in the construction of the machinery used to handle it. Then there is what is known as a chain pump, which is simply an endless chain or rope, working around a wheel.

One loop of the chain or rope is in the water and as it is rapidly revolved by the action of the wheel and handle a certain amount of water comes with the chain or rope, and to help out this action, little washers or buckets, or similar contrivances, are attached to the chain at suitable intervals. These contrivances work on a similar principle to the grain elevators, you doubtless are all familiar with. Then there is the water-wheel, a very old contrivance for lifting and handling water. It is in common use in Egypt and other countries for purposes of irrigation; that is, pouring water on the land to assist the growth of crops. It is simply a big wheel with buckets attached around its rim. One part of the wheel is down in the water and as it is turned round and round the water is raised on one side of the wheel, and emptied from the other as the wheel turns over. All sorts of contrivances for handling water are called pumps, but the pump proper is as I have described it to you, and it is subject to no end of modification. We have the pumps arranged in sets of 2, 3, or 4 or more: Attached to a steam chest we call it a steam pump, to a wind mill, a wind mill pump, and so on. There is a very useful and, to a plumber, an entertaining as well as a very instructive book called Ewbank's Hydraulics. I would

Another Special



This crank axle will be fitted to our **McCready No. 1 and 2**. This One-Piece Crank Axle is a steel drop forging. By unscrewing the jam nut, adjusting cone, and two ball races, it turns out of the bracket endwise. No key or corners to catch trousers. Axle taken out in a minute. All bicycle experts are cordially invited to call and examine.

WE have obtained the Sole Canadian Agency for the **Fauber Patent**

ONE-PIECE BICYCLE CRANK AXLE.

The R. A. McCREADY CO., Ltd. 149 Yonge Street  Toronto

advise you all to read it. You can get it in the library of the Mechanics' Institute. Any work on Natural Philosophy will also give you a great deal of useful information, and I strongly advise you to read up on all subjects pertaining to your very important business.

HAD TO GET LARGER PREMISES.

J. W. Hughes & Co., the well-known Montreal plumbers, have leased the large three-storey brick building at the junction of Craig and St. Antoine streets, Montreal, from the 1st of May next. They will remove from their present premises on Craig street on that date.

BIG PLUMBING FAILURE

Frederick Duclos, plumber, No. 78 Inspector street, Montreal, has assigned on the demand of Arthur Gendron, architect. The failure is a heavy one, affecting sixty-one creditors, and the total indebtedness is \$25,000. The principal creditors are: David Duclos, \$175; L. Champeau, \$482; A. Gendron, \$200; Toronto Radiator Co., \$358; J. B. Gratton, \$625; Warden, King & Son, \$675; Dupuis, Lanoix & Co., \$198; A. Palascio, \$304; Thomas Robertson & Co., \$309; S. D. Doddell & Co., \$404; James Robertson & Co., \$3,500; Hugh Andrews, \$3,500; Clara Rose Monette, \$1,200; Joseph Simard, \$2,800; Bank Hochelaga, \$4,000; Dame Frederic Duclos, \$5,000. The assets include stock-in trade, book debts and real estate on St. Antoine street and City Hall avenue.

NOTES.

City Engineer Keating, of Toronto, has notified the plumbing inspectors, Mr. Meadows and Mr. Kirk, that their services will not be required after the 31st inst., and has notified the Health Officer to that effect, so that the latter may be in a position to make his own arrangements as to conducting the affairs of this department after that date.

Maggie Flood and Leonard Prowse have registered a partnership to carry on business as plumbers in Farnham, Que., under the style of L. Prowse & Co.

BELGIAN V. ENGLISH MADE GIRDERS.

Users of Belgian-made girders ought to take to heart the lesson taught by the behavior of girders under the influence of fire. At Chelmsford a short time ago a very fierce fire destroyed an important pile of buildings. When the time came for clearing the debris it was found that some of the girders had curled and twisted in a remarkable manner, some of the shapes being quite grotesque. But mark the difference in the English-made girders produced at the famous Butterley Ironworks. These, it is stated on the authority of the proprietors of the Chelmsford buildings, resisted both fire and the weight

of red-hot materials which fell upon them, and retained their normal position—indeed, they are still in a condition which renders them fit for further service. I fancy, after this, no one will dispute the superiority of John Bull's work, but I fear that there is yet

much to be learned about true economy.—Vulcan in Ironmonger.

Mr. N. W. Rowley, secretary-treasurer of the E. B. Eddy Co., Hull, was in Toronto on Wednesday and Thursday.

Best Varnishes TIN PLATE

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for **IMPORT** orders solicited. **CUTLERY in Store.**

Western Representative,

R. A. BAINES,

28 Front St. East, **TORONTO.**

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL

SPRITE CYCLES
LEAD QUALITY
FOR FINISH
LOW PRICES

CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY,
London, W.C

BRUSHES R U S H E S

WE desire to call the attention of all live Hardware Dealers to the immense variety of Brushes which we offer for **PAINTERS', HOUSEHOLD, TOILET and STABLE USE.**

Our **Flexible Bridle** for Round, Oval and Flat Paint Brushes, is coming into general use, and you should have them in stock to hold your trade.

CHAS. BOECKH & SONS

Manufacturers

TORONTO, ONT.

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

ASSIGNEE John W. Lawrence, of the estate of Denton & Co., general merchants, of Mono Centre, has received instructions from the creditors to sell the stock, which is valued at about \$1,800.

David Sanderson, hardware, Corrie, has assigned to W. Stinson.

W. Angus, painter, Pembroke, has assigned to Andrew Johnston.

Nathaniel Churchill, general merchant, Wilmot, N.S., has assigned.

L. G. Mathews, general merchant, Acton, has assigned to R. J. McNabb.

E. J. Gouldie, general merchant, Dwight, has assigned to Henry Barber & Co.

Casselmann & Co., general merchant, Cardinal, Ont., has assigned to G. Reid.

John Verret, general merchant, Becancour, Que., has obtained an extension.

W. Spence, tinsmith, London, has assigned to M. F. Irwin, of the same place.

Birtlett & Robinson, general store, Mount Brydges, have assigned to Sheriff Cameron.

E. F. Hemming, general merchant, Bognor, has assigned to J. W. Lawrence, Toronto.

Joseph E. Bourdon, coal, etc., Montreal, is offering to compromise at 10c. on the dollar.

J. B. Dickson, general merchant, Castleford, has settled with his creditors at 70c. on the dollar, cash.

James Alexander & Co., general merchants, Richmond, Que., have filed consent of assignment.

J. McD. Haines has been appointed curator of the estate of J. S. Cowan & Co., hardware, Montreal.

Thos. Mathews, general merchant, Pointe au Chene, is offering to compromise at 25c. on the dollar, cash.

John G. Clarke, general store, stoves, etc., Berwick, N.S., is offering to compromise at 50c. on the dollar.

J. B. E. Danjou & Co., general merchants, St. Luce Station, Que., are offering to compromise at 50c. on the dollar.

Thomas H. Williamson, general merchant, Pontypool, has assigned to David Blackley, of Toronto, with liabilities of \$3,000.

Mrs. J. C. Keegan, of the estate of J. C. Keegan, general merchant, Richmond, Que., is offering to compromise at 50c. on the dollar.

The estate of R. R. Harris, crockery merchant, of Brantford, will be wound up by Richard Tew. The assets of the firm are placed at \$10,000.

PARTNERSHIPS FORMED AND DISSOLVED.

R. Michand & Cie., general merchants, Lachine, have dissolved.

Well & Amos, carriages, Oxford, N. S., have dissolved; H. A. Amos continues.

A partnership has been registered in the

firm of A. Riendeau & Co., foundrymen, Montreal.

A. B. Wiswell has been admitted a partner in the firm of A. M. Bell, wholesale and retail hardware, under the style of A. M. Bell & Co., Halifax, N.S.

McKenzie & Russell, blacksmiths, wagon makers, etc., Brandon, Man., have dissolved, and Mr. Phillips has been admitted under the style of Phillips & McKenzie.

E. L. Young and Elias L. Bean have registered a partnership in Hereford, Que., to carry on business as general merchants, under the style of F. L. Young & Co.

Z. Guay and L. Lapointe have registered a partnership to carry on business in St. Etienne de Lauzon, as general merchants, under the style of Guay & Lapointe.

CHANGES.

Noel & Co., hardware, Quebec, have gone out of business.

Couture & Fils, hardware, are beginning business in Quebec.

W. McCurrach, blacksmith, Victoria, has sold out to W. Rendall.

J. Peart, plumber, Welland, has been succeeded by Peart & Giles.

G. A. Bigelow, general merchant, Rossland, B. C., is giving up business.

Helen Lockie, general merchant, Dunnville, is advertising business for sale.

Labranche & Lemieux, general merchants, have begun business at Thetford Mines, Que.

Joseph La France & Co., general merchants, Bic, Que., are offering business for sale.

The Hantsport Foundry & Machine Co., Ltd., of Hantsport, N.S., have sold out to W. S. Whitman.

C. R. Ellacott has been registered proprietor of C. R. Ellacott & Sons, horse nail manufacturers, Montreal.

SALES MADE AND PENDING.

John Wilcock, hardware, Montreal, is advertising business for sale.

The stock of Perry & Turner, stoves, Victoria, is advertised for sale.

The stock of W. A. Currie, general store, Glencoe, has been sold at 55c. on the dollar.

The furniture stock of J. A. Belanger, Louisville, has been sold at 62c. on the dollar.

The stock of the estate of Mowat & Rositer, general merchants, Shakespeare, is to be sold 16th inst.

The assets of Arpin, Fils & Co., general merchants, St. Marie de Monnoir, are to be sold by auction 16th inst.

The stock of Elliott & Son, painters, paper, wall paper, etc., Toronto, is advertised by the executors for sale by auction.

FIRES.

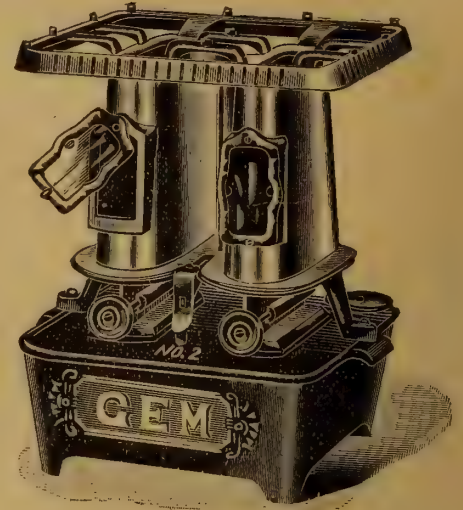
The McMaster Mfg. Co., Ltd., agricultural implements, Orangeville, has been burned out.

DEATHS.

Geo. Farrar, blacksmith, Brockville, is dead.

A USEFUL LAMP STOVE.

The accompanying cut shows the two-burner "Gem" lamp stove, which the McClary Mfg. Co., of London, are placing on the market for this season. They make these in three sizes—Nos 1, 2 and 3, having 1, 2 and 3 burners respectively. They are made with cast iron oil-tanks, 4-inch brass burners and bright tin cylinders, with mica illumina-



tion. All the cast iron parts are nicely japanned and have nickled mica frames. The top chimney of this can be removed by means of a small spring operated from the front of the stove so as to clean the char off the wick, or to put in new wicks. They say that these stoves are very simple to operate, working on the principle of an ordinary lamp.

THE E. B. EDDY COMPANY.

The annual general meeting of the E. B. Eddy Company was held at Hull on Wednesday last. The secretary-treasurer submitted the audited accounts for the year 1895; the semi-annual dividend was declared, and the following officers were elected for the ensuing year:

Mr. E. B. Eddy, president and managing director.
Mr. S. S. Cushman, vice-president.
Mr. Geo. H. Millen, general mechanical superintendent.
Mr. J. J. Gormully, Q.C., solicitor.
Mr. W. H. Rowley, secretary-treasurer.
Mr. J. T. Shirreff, assistant secretary-treasurer.

It is understood from a reliable source that although the competition has been very keen, and prices in all lines manufactured by the Eddy Co. very low, the peculiarly advantageous conditions under which these works are operated have resulted on the whole satisfactorily for 1895.

Mr. Eddy is still absent in Europe, but is looked for to return in the spring or early summer.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

FOR IRON FENCING
BANK AND OFFICE RAILINGS



and all kinds
of Iron and Wire
Work, address

Toronto Fence and
Ornamental Iron
Works

73 Adelaide St. W.,
Agents Wanted. Toronto

WE HAVE NO LONG YARN
TO TELL YOU!

UNICORN
MIXED PAINTS

Told it all years ago by

PRACTICAL RESULTS

This is the Best Mixed Paint manufactured in America.

A. RAMSAY & SON, - Montreal

ESTABLISHED 1842.

H. BOKER & CO.'S



RAZORS

PEN KNIVES, ETC.

For sale by . . .

RICE LEWIS & SON, Ltd.
TORONTO

TO WHOM
IT MAY CONCERN:

Gentlemen,—The National Ore and Reduction Company is looking up a suitable location, accessible to water and railroad shipping facilities for the Chemical Reduction and Refining of Bauxite, Copper, Nickel and Cobalt, Silver, Lead and Gold ores, and the manufacture of Aluminum, Nickel Alloys and Chemical Composites.

We hereby propose to erect a 40-ton daily capacity Manufacturing Works at your town on provision that your citizens donate to the National Ore and Reduction Company a 5-acres building site, title to be given when the Works is ready to turn on steam, and to raise one-third (1/3) of the necessary amount of money by subscription to cover the expenses of erecting the buildings and machinery, which will cost, net figures complete \$5,500, not exceeding \$6,000.

This money is not asked as a donation or as a gift, but as a subscription to the Treasury Stock, par value \$10 per share; said Treasury Stock to be redeemed within one and two years time by the National Ore and Reduction Co., paying the subscriber or holder of said stock from date of issue six per cent. interest, payable semi-annually, but the reason this proposition is made is: because there is no stock for sale in this Company, but to enable you to have these Works located there, which will employ not less than 20 to 25 men directly at the Works per day, and 50 to 55 more indirectly on and around outside the Works.

We—the National Ore and Reduction Company—hereby agree to issue from our Treasury Stock the necessary amount, not to exceed one-third (1/3) actual cost of plant, and redeem the same at six per cent. interest per annum, as per above agreement.

Representative Wanted.

National Ore and Reduction Company

415 Locust Street

ST. LOUIS, MO.

SCARBOROISMS.

AN ad. that is just right is one from which you can strike nothing without weakening it and to which you can add nothing without overdoing it.

When you say what you mean and mean what you say your advertisement is certain to command attention and bring business.

The ad. writer who has merely vague opinions about business and human nature will write nothing forcible and vivid because he has no vigorous and vivid ideas to spur him in his work.

The spring of a watch has most pulling power when it is compressed, so has an advertisement.

Saying old things in a new way is what makes your advertisement fasten itself in the reader's memory. Take any old moss-covered commonplace and re-color it with new language and you'll be surprised to see how it will interest your readers.

When a merchant in his advertisement expresses his best thoughts in his best words, that is the style most natural to him, and if he be true to himself and his business a convincing advertisement is the result.

The man who sees no timber in his business fit for advertising is half brother to the fellow who went through the forest without seeing any trees.

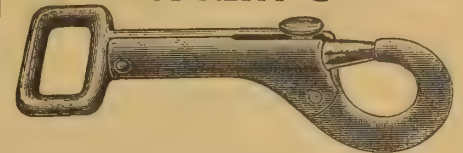
People are apt to lose respect for the claims of the advertiser who is forever trying to say bright things in his ads. simply to show off. Looks too much as if he were a dealer in words rather than "straight goods."

Greased bullets go farthest. Courteous arguments have greater weight with intelligent people than coarse and uncouth blustering.—Business.

BOLD BURGLARS.

Letang & Letang's wholesale hardware warehouse on the corner of St. Gabriel and St. Paul streets, Montreal, was the scene of a bold burglary the other night. The midnight mechanics secured entry by first climbing over a gateway on St. Gabriel street. There in the shadow of the thick wall they attacked the door leading to the offices with a jimmy. The door was a stout one, and they did not succeed in gaining their way in until they had almost demolished it. Once inside their other work was easy but unprofitable. The firm always make a point of leaving the safe open, and are also particularly careful never to leave any money in it. They also place the empty cash box where it can speedily attract the attention of the burglar whenever he should come. The burglars on this occasion, after a thorough search of the safe and desks in a hunt for money, gave up in disgust, just taking away with them, so far as the firm know now, not more than \$30 in revolvers.

1875. COVERT'S 1896.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality. Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

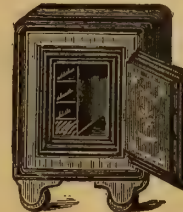
FOWLER & RANKINE,
St. John, N.B.

A. ROOT, LYN, ONT.

Manufacturers
of . . .

DRY AND LIQUID
WOODEN MEASURES

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.



Champion Fire and
Burglar-Proof Safes . .

Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL

577 Craig St., Montreal, P.Q.

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer

BLACKSMITHS' TOOLS

"JARDINE"

Axle Cutter

A new tool for cutting back shoulder of worn axles.

PRICE, - - \$6.00

Simpler and better than machines sold at \$20.00.

A. B. Jardine & Co.,
HESPELER, ONT.

W. & S. BUTCHER, Sheffield, England, Makers for over **ONE HUNDRED YEARS** of the celebrated "**WADE & BUTCHER**" Razors, and the Original Manufacturers of Hollow Ground Razors, can with confidence highly recommend their goods and particularly their

Brand as being the most perfect **Extra Hollow Ground** Razors ever manufactured and especially suited for the use of Barbers and for private use. Genuine Razors are marked with one of the following Corporate Trade marks:

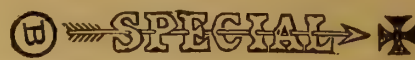


WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, Mar. 13, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.			
M.L.S., equal to Bradley, *	Per box.		
I.C., usual sizes	\$5 25		
I.X. "	6 50		
I.X.X. "	7 75		
R. & Co.—			
I.C.	5 25		
I.X.	6 50		
I.X.X.	7 70		
Raven & P. D. Grades—			
I.C., usual sizes	3 75	4 00	
I.X.	4 75	5 00	
I.X.X.	5 75	6 00	
I.X.X.X.	6 75	7 00	
D.C., 12½x17	3 50	3 75	
"X.	4 50	4 75	
D.X.X.	5 75	6 00	

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.

Dean or J. G. Grade—			
I.C., 20x28, 112 sheets	6 00	6 25	
I.X., Terne Tin	8 25	8 50	

Charcoal Tin Boiler Plates.

Cookley Grade—			
X.X., 14x56, 50 sheet bxs }	Per lb.		
" 14x60, " }	0 06	0 06½	
" 14x65, " }			

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06	
" 28 "	0 06	0 07	
" 30 "	0 07½	0 08½	
Allandale, I.C.	2 90	3 00	
" I.X.	3 65	3 75	

Iron and Steel.

Common Bar, per 100 lbs	Base Price.		
Refined "	2 35	2 65	
Horse Shoe "	2 60	2 75	
Band "	2 30	2 30	
Hoop "	2 30	2 30	
Swedish "	4 00	4 25	
Sleigh Shoe Steel "	4 25	2 50	
Tire Steel	3 00	3 25	
Machinery "	2 75	3 00	
Cast Steel, per lb	0 10	0 14	
Russian Sheet, per lb	0 10½	0 11	
Tank Plates, 1-5 and thicker.	2 00	2 25	
Boiler Rivets	4 50	5 00	

Boiler Tubes.

2-inch	0 10½		
3-inch	0 13½		

Steel Boiler Plate.

½ inch	2 45		
¾ "	2 35		
¾ " and thicker	2 25		

Sheet Iron.

8 to 20 gauge	2 40	2 50	
22 to 24 "	2 25	2 35	
26 "	2 35	2 45	
28 "	2 50	2 65	

Canada Plates.

All dull	2 40		
Half polished	2 50		
All bright	3 00		

Iron Pipe.

Wrought, ¼, ¾, 1½, 2½ p.c.; ¾ to 1½ in. 70 p.c.			
1½ to 2 in. 70 and 5 p.c.			
Galvanized, 50 p.c.			
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.			

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—			
Per lb. Per lb.			
16 to 24 gauge, per lb.	0 04½	0 04¾	
26 gauge, "	0 04½	0 05	
28 "	0 05	0 05½	
16 to 24 gauge, per lb.	0 04	0 04½	
26 gauge, "	0 04½	0 04¾	
28 gauge, "	0 04½	0 04¾	
NOTE.—Cheaper grades about ¼ cent per pound less.			

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00		
" ¼ " "	4 75		
" 5-16 " "	4 00		
" ¾ " "	3 75		
" 7-16 " "	3 35		
" 1 " "	3 25		
" 9-16 " "	2 95		
" 1½ " "	2 85		
" 2 " "	2 75		
Trace, per doz. pairs	3 60	5 90	
German coil, per 100 ft.	1 65	2 70	
Jack chain, iron, single, per doz. yards	0 13	0 50	
Jack chain, double, per doz. yards	0 15		
Jack chain, brass, single, per doz. yards	0 20	10	

Copper.

Ingot.

English B. S., ton lots	0 11½	0 12	
Lake Superior	0 11½	0 12	

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square	0 20	0 22	
1 to 2 inches	0 18	0 19	

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16	
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½	

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 | 0 27 | |

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17	
" 35 to 45 "	0 15	0 15½	
" 50 lb. and above, "	0 14½	0 15	

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21		
Spun, per lb	0 25		

Wire.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 26	0 28	

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22	
" 27 to 30 "	0 21	0 23	
" 30 and up	0 23	0 26	
Sheets, hard-rolled, 2x4 ft.	0 21	0 23	

Zinc Spelter.

Foreign, per lb	0 04½	0 04½	
Domestic "	0 03½	0 04	

Zinc Sheet.

5 cwt. casks	0 04½		
Part casks	0 05		

Lead.

Imported Pig, per lb	0 03½	0 03½	
Domestic, per lb	0 03		
Bar, 1 lb. sq. ft., by roll.	0 04½	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½	
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½	
NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.			

Solder.

Bar half-and-half	0 12½	0 13	
Standard	0 11½	0 12	
Wire	0 17	0 19	
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.			

Antimony.

Cookson's, per lb	0 10	0 10½	
Other makes, per lb	0 09½	0 10	

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75		
No. 1 do	4 50		
No. 2 do	4 25		
No. 3 do	4 00		
Brandram Bros. Genuine	6 00		
" Decorative	5 75		
" No. 1	5 10		
(f.o.b. Halifax, St. John, Montreal, Toronto. James' genuine	5 75		
No.	5 25		

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)			
Pure, per gallon	1 00	1 05	
Second qualities, per gallon	0 90		
Barn (in bbls.)	0 70	0 80	
Sherwin-Williams	1 20		

Colors in Oil.

(25 lb. tins, Standard Quality.)			
Venetian Red, per lb	0 05		
Chrome Yellow	0 11		
Golden Ochre	0 06		
French "	0 05		
Marine Black	0 09		
" Green	0 09		
Chrome "	0 08		
French Imperial Green	0 19		

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40	
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75		
Yellow Ochre (Royal), per cwt	1 10	1 15	
Venetian Red (best), per cwt.	1 80	1 90	
English Oxides, per cwt.	3 00	3 25	
American Oxides, per cwt.	1 75	1 90	
Canadian Oxides, per cwt.	1 75	1 90	
Paris Green, per lb			
" 100 lb. drums			
Burnt Sienna, pure, per lb.	0 10		
" Umber, "	0 10		
do. aw	0 09		
Drop Black, pure	0 09		
Chrome Yellows, pure	0 18		
Chrome Greens, pure, per lb.	0 12		
Golden Ochre	0 03½		

Varnishes.

(In bbls.)			
No. 1 Furniture, per gal	0 69		
Extra "	0 90		
Brown Japan "	0 65		
Brown Japan, Turpentine, p.g.	0 85		
No. 1 Carriage, per gal	1 30		
Gold Size Japan, "	1 00	1 20	
Pure Orange Shellac	2 10	2 15	
Hard Oil Finish	1 30		
Oil Shellac	1 40		
White Shellac	2 40		

Linseed Oil.

Raw, per gal	0 54	0 55	
Boiled, per gal	0 57	0 58	
Freight allowed.			

Turpentine.

4 to 9 barrels	0 45		
1 to 4 "	0 46		
Freight allowed.			

Castor Oil.

In cases, per lb	0 06½		
Small lots	0 06½	0 07	

Cod Oil.

Cod Oil, per gal	0 50	0 51	
------------------------	------	------	--

Glue.

(In bbls.)			
Common	0 07½	0 08	
French Medal	0 10	0 10½	
Cabinet, sheet	0 11	0 12	
White, extra	0 16	0 18	
Gelatine	0 20	0 30	
Strip	0 16	0 18	
Coopers	0 19	0 20	
Al clear	0 09		
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.			

HARDWARE.

Ammunition.

Cartridges.			
B. B. Caps, Dom., 50 and 5 per cent.			
Rim Fire Pistol, dis. 45 p. c., Amer.			
Rim Fire Cartridges, Dom., 50 and 5 p. c.			
Rim Fire, Military, net list, Amer.			
Central Fire Pistol and Rifle, 18 per cent. Amer.			
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.			
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.			
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.			
Canadian, common, 17½ per cent.			
Brass Shot Shells, 55 and 10 per cent.			
Primers, Dom., 30 per cent.			

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags	per lb		
Best thick brown or grey felt wads, in ½ lb. bags	1 00		
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 70		
Best thick white card wads, in boxes of 500 each, 10 gauge	0 99		
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35		
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55		
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20		
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25		
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascoat, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

All sizes, per lb	0 11	0 15
-------------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tirc, dis., 60 per cent.		
Stove, dis., 60 per cent.		
Elevator, dis., 75 to 40 per cent.		
Machine, dis., 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. .65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.	6 00	
Henis, No. 8, "	7 00	
Henis, No. 9, "	7 50	10 00
Queen City		

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queentown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 85	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 47½ to 50 per cent.		

ELBOWS.

Stovepipe.		
Pe doz	90	1 75

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foot's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foot's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Window.	Box Price.	Per 50 ft.	Double Diamond Per 100 ft
1st break	2 10	...	...
2nd "	2 30	...	4 35 to 4 45
3rd "	2 60	...	4 70 to 4 95
4th "	3 20	...	5 30 to 5 50
5th "	3 80	...	6 00 to 6 15
6th "	4 40	...	6 95 to 7 00
7th "	5 00	...	7 95 to 8 00
8th "	5 60	...	9 20 to 10 00
9th "	6 20	...	10 75 to 11 00
10th "	6 80	...	12 65 to 13 00
11th "	7 40	...	14 95 to 15 00
12th "	8 00	...	17 00 to 17 70

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c. 2 90 7 50
Russell & Erwin, per doz. Cabinet, Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy. 2 60
40 dy. 2 65
30 dy. 2 70
20, 16, and 12 dy. 2 75
10 dy. 2 80
8 and 9 dy. 2 85
6 and 7 dy. 3 00
2. American pattern only—
From 4 to 5 dy. 3 20
3 dy. (lath). 3 60
3. Canada pattern only—
From 4 to 5 dy. 3 10
3 dy. (lath). 3 50
3 dy. A.P. fine. 4 20
Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 70 and 12½ per cent.; 3 percent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.*

Square, round, and octagon, per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
" Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hotchouse, per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 27 1 00
Awning. " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors. " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbuz's, " 9 00 18 00
Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 55 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7¼	00 9½
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempbell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
"Empire," McMillan & Haynes, per ft. 0 00 0 70
Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan. 0 00 7 58
Haynes, per doz. 6 87 7 00
Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., janned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 50 p.c.
Bristol, janned, 80 p.c.
" N.P., dis. 70 p.c.
Claus, full nickel, 60 p.c.
" janned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme " 3 00 5 00
Lock, Andrews'. 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 80 5 00
Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Tea spoons, per gross	Dessert, "	Dessert Forks, "	Medium "	Table "
	7 50	12 00	21 00	21 00	30 00
	30 00	30 00	24 00	27 00	36 00
	00 00	00 00	00 00	00 00	00 00

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLES).

Stovepipe varnish, enamelled cans, per doz. 1 75
No. 1 stove paste, per gross. 9 00
No. 2 " 4 80

STONE.

	Washita, per lb.	Hindustan, "	slips, per lb.	Labrador, "	Axe, "	Turkey, "	Arkansas, "	Water-of-Ayr, "	Scythe, per gross.	Grind, per ton.
	0 28	0 50	0 06	0 09	0 09	0 13	0 15	0 10	3 50	15 00
	0 07	0 07	0 09	0 09	0 13	0 15	0 10	0 10	5 00	18 00

TACKS, BRADS, ETC.

	Cheese-box tacks, blue	Trunk tacks, blue	B.B.B. iron carpet, blue	B.B.B. iron carpet, bright or blue (in kegs)	B.B.B. iron carpet, tinned (in kegs)	B.B.B. cut tacks (in bulk)	" (in dozens, 1 to 6 oz.)	" (in dozens, 8 to 24 oz.)	" ¼ weights	" tinned	Swedes, cut tacks, genuine, blue and tinned	Swedes, upholsterers', genuine
	66½	60	66½	66½	66½	30	30	45	30	45	52½	50
	60	60	60	60	60	30	30	45	30	45	52½	50

Swedes, upholsterers', American (1 to 6 oz.) 60
Swedes, upholsterers', American (8 to 24 oz.) 66½
Swedes, carpet, gimp, lace brush, blue and tinned. 40
Zinc tacks. 35
Copper tacks and nails. 60
Leather carpet tacks. 30
Trunk nails, black and tinned. 65
Cloot nails. 45
Cigar box nails. 10
Lining nails in papers. 15
" " in bulk. 15
" solid heads, in bulk. 42½
Saddle nails in papers. 10
" in bulk. 15
Tinned capped trunk nails. 15

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather. 5 50 9 75
Chesterman's, each. 0 90 2 85
steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
Janned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

	Bag, Russian, per lb.	Wrapping, mottled, per pack.	Wrapping, cotton, per lb.	Mattress, per lb.	Staging, "	Broom, "
	0 21	0 50	0 17	0 33	0 27	0 30
	0 60	0 18	0 45	0 35	0 35	0 55

VISES.

	Hand, per doz.	Bench, parallel, each	Coach, each	Peter Wright's, per b.	Pipe, each	Saw, per doz
	4 00	2 00	6 00	0 12	5 50	6 50
	6 00	4 50	7 00	0 13	9 00	13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 30 p.c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb. 0 06½ 0 06
Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart. 0 03
Galvanized, 4 barb, 4 and 6 inches apart. 0 03
Galvanized, plain twist, all delv'd. 0 03
"Lock Barb," 4 point. 0 00
"Glidden, 2 point. 0 00
Galvanized Barb, "Lyman," 2 to 4 points. 0 00
Steel Staples. 0 00 0 33
Terms, 60 days, or 2 per cent. in 30 days.
Freight prepaid on lots of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.
Towers' Engineer, each. 2 00 3 00
" S., per doz. 5

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Authorized Capital, - \$5,000,000
Subscribed Capital, - - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of **\$100,000.00** of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Incorporated

+ +

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.

MONTREAL

**MONTREAL SMELTING
REFINING WORKS**

THE

Leading Wholesalers handle
Langwell's Babbit.
Leading Retailers distribute
Langwell's Babbit.
Leading Consumers use Lang-
well's Babbit.

WHY? Because it is the best value and the most reliable anti-friction metal in the market for general purposes.

GEO. LANGWELL & SON

Metallurgists and Manufacturers

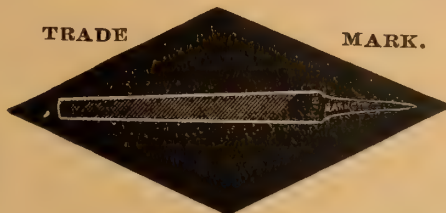
10 Dorchester St., **MONTREAL, QUE.**

Makers to the Wholesale Trade Only.
Ask your supplier for the above Manufactures.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles:

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

Our 24 x 36

100 lbs. to the ream

XXX Invoice Tags..

Are made of the toughest and most durable paper stock and are finished with double thickness eyelets.

These tags, made to carry invoices, serve the double duty of Tag and Envelope, saving postage on each invoice issued.

Samples and prices upon application.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

THE
Guelph Norway Iron and
Steel Company, Limited

MANUFACTURERS OF

CHARCOAL IRON

IN

Bars and Billets

SPECIALTIES

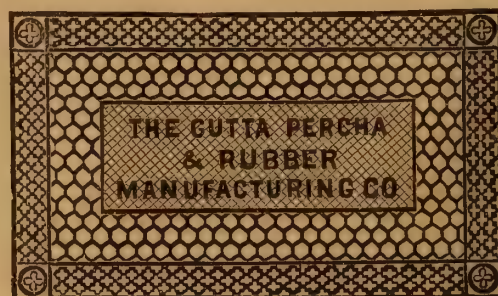
Refined, Horseshoe, Norway
Guaranteed equal in quality to
Lowmoor or Swedish.

ROLLING MILLS - GUELPH, ONT.

BELTING, HOSE, PACKINGS



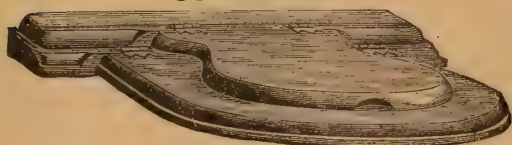
CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
a Specialty.

Manufacturers - Toronto

N. B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, MARCH 21, 1896.

No. 12.



MAGNOLIA METAL



— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

CAN RADIATORS BE SOLD WITHOUT LYING !

Don't with haste decide. Our competitors, being caught in the whirl and vortex of competition, resort to unethical practices, but—

“Safford” Patent Radiators

Are still the best and will always
lead the WORLD



The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers



Write for Our Catalogue of

BICYCLE Accessories

RICE LEWIS & SON
LIMITED
Cor. King and Victoria
Streets **TORONTO**

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin **DOES NOT** Discharge into Bath.

SEND FOR PRICES

**The Toronto Steel-Clad Bath
and Metal Co. Ltd.**

125 and 127 Queen St. East, **TORONTO**

SOLID METAL CREAMER TAPS

Fast or Loose Key

**WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE**



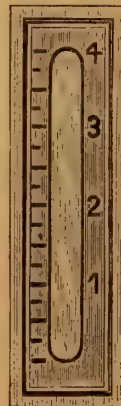
Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

Our Creamery and Factory Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



Kemp Manufacturing Company
TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, MARCH 21, 1896

No. 12

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

**The MacLean Publishing Co.
LIMITED**

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

ONTARIO HARDWARE ASSOCIATION.

THE meeting of retail hardwaremen, stove and tinware dealers at Palmerston on Thursday next to complete the organization started on February 11 is full of promise.

On the latter date, it will be remembered, it was decided to form an organization to be known as the Ontario Hardware, Stove and Tinware Dealers' Association, and President Taylor, of Lucknow, and Vice-President Bricker, of Listowel, were deputed to wait upon as many of the hardware, stove and tinware dealers in the neighboring towns and villages as possible, with a view to securing their co-operation. In addition to this, circulars have been sent out to the trade with the same object.

As a result of these efforts, when the association convenes on Thursday next it is expected that about one hundred merchants will be in attendance.

Two sessions will be held—one at 10 a.m. and another at 2 p.m.—and, to use the words of Secretary W. J. Falconer, "every dealer is not only welcome, but is specially requested to be present." It is to be hoped there will be no hesitancy in accepting the invitation.

Thanks to the fact that the movers in the matter were men of energy, the success which has characterized the movement for the formation of an association among the hardware, stove and tinware dealers in

Northwestern Ontario must have exceeded anticipations.

Now, however, will come the serious work of the association. But young as the association is, it appears to be well and solidly founded, and if the members stand by each other, as we have no doubt they will, we may look for not only a strong organization, but one that will effect many reforms and make the retail hardwareman's lot more satisfactory in the future than it has been in the past.

The members of the association can rely on HARDWARE AND METAL doing all it can in furthering their interests, as well as those of the trade in Canada generally, and our columns are always at their disposal.

PIG IRON EASY.

THE course of business in pig iron at Montreal this spring emphasizes what a forcible grasp has been made on the eastern Canadian market by our own domestic Nova Scotia pig.

Not only are importers doing little or nothing in the way of importing Scotch pig this spring, but they are very anxious about selling what they have at present in stock, and announce their determination to carry only a certain quantity of high grade brands, such as Summerlee, to fill actual requirements.

On the other hand, sales agents, both for the two Nova Scotia and the Hamilton company, are free sellers of pig iron wherever an order can be booked.

The nominal range is \$17 to \$17.50 at Montreal, but it is purchasable at lower prices.

The market, in fact, is easy, all governing influences pointing to lower values. First, there is the easy feeling across the line, and, secondly, this is the season when buyers commence to contract for spring wants, and, of course, producers are naturally on the alert. Mutual competition to get hold of business, therefore, tends to easiness, as the Canadian furnaces don't want a repetition of last spring's experience, when American salesmen scooped in orders for large stocks at very low prices and shut off the outlet for Canadian pig for months.

CANADA'S TRADE WITH THE STATES.

ONE of the characteristics of the foreign trade of the Dominion for the fiscal year ending June 30 last was the increase of our exports to the United States.

This increase was over 17 per cent., while our exports to nearly all other countries declined. Those to Great Britain, for instance, declined 8.82 per cent.

This table shows the principal articles in which the increases took place:

EXPORTS TO U.S.		
	1894.	1895.
Asbestos, No. 1 class.	\$96 378	\$204 582
“ No. 2 “	174 418	102,810
“ No. 3 “	9 130	35,885
Coal.....	2,897,642	3 232,825
Gold quartz.....	318 218	612,729
Gypsum.....	159 662	156,897
Copper ore.....	53,605	119,020
Lead contained in ore	65 337	333,763
Nickel, fine.....	695,342	529,699
Silver.....	423 707	651,737
Iron ore.....	8 978	43 088
To all fisheries.....	3,260,677	3,025 171
Total minerals.....	5,130,186	6,271,397
Total forest.....	13 308,196	12,482 968
Horses.....	{ 43 464	24 813
Cattle, over 1 yr. old.	{ 437,061	485 952
Sheep.....	{ 3 139	17 806
Eggs.....	{ 156 017	233,979
Dressed furs.....	{ 486 214	112 767
Undressed furs.....	{ 199 636	275 827
Hides.....	4,834	14,168
Poultry and game...	491,579	397 746
Sheep pelts.....	283 430	868 062
Wool.....	2 592	11,167
Flax.....	5,626	68 998
Flaxseed.....	15,486	1,046,726
Apples, dried.....	167 077	99 526
“ green.....	10	43,063
Berries.....	7,878	63,212
Canned fruits.....	221,187	134 702
Barley.....	103 213	107,330
Beans.....	11,617	55 199
Buckwheat.....	216 493	706,586
Oats.....	261 662	422 521
Peas, whole.....	139,700	53 933
“ split.....	20,817	51 099
Rye.....	329,568	352,321
Hay.....	400	5,616
Seeds, clover.....	43	5,493
Grass seed.....	753,577	979 914
Potatoes.....	21,361	95,134
Other vegetables.....	8,044	20 329
Agri. implements....	193,917	238,977
Books.....	94,765	103,599
Buttons.....	6 575	7 808
Charcoal.....	32,261	38 240
Clothing and apparel	3,341	20,349
	1,080	21,823
	17,800	24,279

Cordage.....	522	21,993
Cottons.....	66,964	150,722
Drugs, chemicals, etc.	14,529	46,294
Dyestuffs.....	6,508	18,865
Explosives and fulminates.....	19,978	88,319
Fertilizers.....	28,471	29,654
Furs.....	6,359	9,887
Grindstones.....	18,662	11,632
Gypsum.....	11,697	23,601
Castings.....	2,721	10,530
Pig iron.....	..	6,136
Machinery.....	12,565	29,963
Leather.....	4,657	14,733
Lime.....	64,385	75,058
Whisky.....	127,220	236,350
Wines.....	533	1,868
Organs.....	5,896	9,539
Pianos.....	30,121	23,270
Ships.....	35,300	10,000
Sugar.....	47,307	99,420
Tow.....	63,800	83,231
Matches and match splits.....	26,107	36,478
Wood pulp.....	368,256	336,385
Woolens.....	2,201	42,610

These increases, it will be observed, are chiefly in those articles which are the natural products of the country. This is one of the most gratifying features. But the chief cause of the marked increase in exports is the lower tariff which the Wilson Bill created. Here are a few examples from the new and the old tariff:

	New.	Old.
Coal, bitum's.	40c. ton	75c. ton
Copper ore....	Free	½c. lb.
Lead ore.....	¼c. lb.	¾c. lb.
Nickel.....	Free	10c. lb.
Iron ore.....	40c. ton	75c. ton
Horses.....	20 p.c.	30 p.c.
Cattle.....	20 p.c.	\$2 to \$10 per hd.
Sheep.....	20 p.c.	75c. to \$1 per hd.
Eggs.....	3c. doz.	5c. doz.
Wool.....	Free	40 to 60 p.c.
Flax seed....	20c. bu.	30c. bu.
Apples, dried.	20 p.c.	2c. lb.
Fruits, pres'vd	20 p.c.	30 p.c.
Barley.....	30 p.c.	30c. bu.
Beans.....	20 p.c.	40 p.c.
Oats.....	20 p.c.	15c. bu.
Peas.....	20 p.c.	40c. bu.
Rye.....	20 p.c.	10c. bu.
Clover seed..	10 p.c.	20 p.c.
Grass seed...	10 p.c.	20 p.c.
Potatoes.....	15c. bu.	25c. bu.
Cordage.....	10 p.c.	1½c. lb.
Pig iron.....	\$4 ton	3-10c. per lb.
Machinery....	Lower tariff	

The increases have not, however, been confined to the articles affected by the change in the tariff: Asbestos, ground gypsum, hides, agricultural implements and charcoal, all show substantial increases. But enough has been established to prove that a lower tariff in the United States benefits the Dominion of Canada.

The realization of this fact brings with it the realization of the importance of the United States market to Canada and the need there is of closer trade relations between the two countries. Conservative and Reformer recognize this. Where their opinions differ is in regard to ways and means of securing the desideratum. True, our efforts at securing reciprocity treaties have met with defeat since the abrogation

in 1866 of the treaty of 1854. But if we had more business men in politics and less partisanship in Parliament, it is quite possible that where we have hitherto failed we may succeed.

REDUCTION IN BARB WIRE FOR ONTARIO.

THE price of barb wire, plain twist and staples, for the province of Ontario has again declined. The reduction is 12½c. per 100 lbs., and was decided upon at a special meeting held in Toronto on Thursday afternoon. The price is now \$2.87½. Discounts, terms and deliveries are as before.

The cause of the lower prices is the fact that the United States manufacturers are again slaughtering the Ontario market. Some of the Pittsburg firms have this week reduced the wages of their employees 10 per cent., and this reduction is helping them in their efforts to appropriate the Canadian market.

The manufacturers in Canada are determined that, come what may, they will not allow the American product to run rampant in Canada like it did the early part of last year. And in pursuance of this determination, they will meet prices at all hazards.

At the quarterly meeting of the Canadian Barb Wire Association, to be held the first week in April, it is probable that a further reduction in price will take place if the demoralized condition of the United States markets continues. In the meantime, however, prices are guaranteed up to April 1. Hence dealers need have no hesitancy in placing orders, while HARDWARE AND METAL is informed all orders now on the books at the old figure will be filled at the new, namely \$2.87½ per 100 lbs.

The reduction just made is the second since February 1. The price is now back to where it was a year ago. From the highest point it is a reduction of 63½c. per 100 lbs., or a little over 18 per cent.

NAIL TRADE IN CANADA AND THE STATES.

THE next meetings of the Canadian Wire and Cut Nail Associations will be held about the last day of March or the first day of April.

Whether any changes will be made or not is problematical. From what HARDWARE AND METAL can gather there is not likely to be any change in price, or but a slight one in any event. The conditions, at the moment at any rate, do not favor a decline.

Although large purchases were made prior to the recent advance, it is declared that these purchases do not represent more than about one month's supply of wire nails and six weeks' supply of cut nails.

Then, as far as the nail trade of the United States is concerned, the conditions are, on the whole, favorable to an advance

in Canada. The advance of 15c. per keg, which went into force there on March 1, has been well maintained. The Iron Age of the 12th inst. says that, notwithstanding the "comparatively heavy purchases in February, a demand of fair volume" is experienced for wire nails. "It is thought by the manufacturers," adds the same paper, "that as the month progresses the volume of trade will increase." Regarding cut nails, The Iron Age says: "There is a fair but not heavy demand for cut nails, the past week making it evident that the requirements of the trade for this month were not covered by their February purchases. Merchants are, however, observing a good deal of conservatism in placing their orders and are not buying at all speculatively. While they regard the price as likely to be firmly maintained for the present, they are contemplating the possibility of a break sooner or later."

It is evident that the nail market in the United States is at least steady.

In view of the influence which the United States market has in regulating the price of nails in Canada it may prove interesting to briefly glance at the figures which rule there to-day.

We will deal with wire nails first. In Pittsburg to-day, the base price for job lots of less than carload lots is \$2.50 f.o.b. Pittsburg. This base price, it will be remembered, is purely fictitious. The lowest price at which any wire nail can be bought is 50c. in advance of the so called base price. On this basis, allowing 20c. for freight, the six-inch wire nail in small lots would cost the dealer in the United States \$3.20 per keg, delivered. The Canadian dealer who buys the same nail in 10 keg lots pays \$3.15 delivered, or 5c. per keg less than the American dealer. With the duty added, it would cost the Canadian dealer \$4.20 for small lots, and \$4.10 for carload lots of American wire nails, delivered. At this price there is not much danger of American nails coming into the Dominion.

With regard to cut nails. Taking the average price, the 60 penny nail costs the dealer in the United States \$2.95 in small lots, on the basis of \$2.75 Pittsburg, compared with \$2.60, the delivered price of the home product to the Canadian dealer. Then the dealer in Canada gets 3 per cent. off for cash, while his American confrere receives but 2 per cent. The duty on cut nails is 75c. per keg, which would mean that the \$2.95 American nail would cost \$3.70 to import in small lots, and \$3.60 in carload lots.

Viewing the matter from the condition of prices in the United States, the Canadian manufacturers would appear to have good ground for advancing their figures, but when it comes to gauging the situation by the home conditions, the arguments for an advance are not so strong, and the manufacturers themselves recognize this.

DECLINE IN WOODENWARE.

THE Canadian Woodenware Association has felt it incumbent after all to reduce the price of the products of its members. The margin of profits had hitherto been unsatisfactory, but it was felt that if the competition bred of the slaughter prices from the United States were to be met a reduction must be made.

The reduction ranges from 5 to 15c. per dozen on pails and \$1 per dozen on tubs.

The following is a list of the old and new prices on the principal lines :

Pails—	New list. per doz.	Old list. per doz.
No. 1, 2-hoop pails.....	\$1 45	\$1 60
No 2 " " grained ..	1 40	1 50
2-hoop pails, no paint	1 25	1 30
No 1, 3-hoop pails	1 60	1 75
No. 2 " " grained ...	1 55	1 65
Tubs—		
No 3	4 50	5 50
No. 2	5 50	6 50
No. 1	6 50	7 50
No. 0	8 00	9 00

These prices are uniform for the province of Quebec, Ontario, east of and including Sudbury, and for the eastern Maritime Provinces.

NEW HARVEST TOOL FACTORY.

Canada is to have another factory for the manufacture of harvest tools. At present there are three firms nominally, but one actually, all being owned by one firm.

The new factory is to be situated at Galt and will be owned and operated by Shurly & Dierich, the well-known saw manufacturers. It will be independent.

As far as HARDWARE AND METAL can gather, the jobbing trade welcome the new comer.

THE MIGHTY "THOU ALSO."

The Montreal Star takes our view and supports Mr. Mulock's bill to prevent members of Parliament making it their sole aim in life to get Government positions. It says :

The "tu quoque" is a terrific weapon as between politicians, but it leaves the public feeling that there still is something to be desired. The taxpayer is the true "third party" in such deals. And it receives the impetus of the transaction in the ischmus which unites the head to the rest of the body. Thus Mr. Mulock wants to preserve the independence of Parliament by making it illegal for members to travel about with offices in their pockets. "Oh! ho," retorts Mr. Dickey, "Look at Sir Oliver Mowat and his batch of post-election appointments!" This may bowl Mr. Mulock out, for he wears the Mowat colors. But how about the rest of us? The desirability of Parliamentary independence is supposed to be urged in the public interest. What, then, has Mr. Dickey to say to the public? It is not enough for him to silence Mr. Mulock. He is not likely to get Mr. Mulock's vote anyway. But he must satisfy the public.

Let Mr. Mulock keep at it and public opinion will soon be so strong that no Government can resent it. He has all the best men in the country at his back.

NEW LAMP GOODS INDUSTRY.

The Plume & Atwood Mfg. Co., the pioneer lamp goods manufacturers of the United States, whose rolling mills and factories are located in Thomaston and Waterbury, Conn., and who have been doing a large trade in the Dominion for the past thirty years, have decided to put in a plant

in Canada to manufacture their celebrated "Banner" and "Climax" burners, and such other lines of lamp goods as the trade may demand.

These goods will be manufactured in connection with the Ontario Lantern Co.'s business in Hamilton, under the supervision of their Canadian agent, Walter Grose, who has represented their interests here during the past seventeen years.

This new enterprise for Canada will have the advantage of the long experience of the Plume & Atwood Mfg. Co. in this line of business; and as they intend making the same class of goods here as they are turning out in the United States, they should get their full share of the Canadian lamp goods business.

ORE FROM KOOTENAY.

There are findings of gold at Cripple Creek, Col., and on the Yukon, in Alaska, but it is questionable if the ore mined in either of these districts is as rich in the precious metals as what is now being turned out in the Kootenay country and in Lake of the Woods district. At any rate, there are no such fields of mineral wealth in British Columbia as developments within the next two months will probably show. In the Slocan Trail Creek and Nelson districts there are already over 2,000 mines on which considerable work has been done and by the opening of spring operations on many more which have already been prospected, will commence.

A former resident of Winnipeg has, according to The Free Press of that city, sent a sample of ore to the general passenger department of the C.P.R., taken from a mine newly opened near Sandon, and which in bulk assays \$4,000 per ton, and he writes that in the same neighborhood, and also in the Lardean district, quite close to the main line, near Revelstoke, several very rich findings have been located, and that it is expected by the time the snow flies that operations on a very extensive scale will be the rule all over the Kootenay country. Though the sample is only about the size of a man's hand it weighs 12½ lbs., and is a beautiful piece of material.

Business men, miners and mechanics are already flocking into the country and the business has assumed such dimensions that the C.P.R. have had to increase their steamboat service and will give immediately daily communication from Revelstoke. At the present time most of the districts are reached within two days from the time of leaving Winnipeg.

NO. 1255.

By the change in our offices from 146 St. James street, Montreal, to the ground floor Board of Trade Building, our telephone number will in future be 1255.

TO PATRONIZE CANADIAN PORTS.

AN important delegation from Halifax, consisting of the Mayor, four members of the City Council, and the president and four members of the Board of Trade, were in Montreal Monday for the purpose of interviewing the officials of the Canadian Pacific and Grand Trunk Railways regarding the commercial interests of the Garrison City. Among those who attended the first informal meeting of the delegates at the Windsor Hotel were: D. McPherson, Mayor of Halifax; G. J. Troop, vice-president of the Maritime Board of Trade; W. A. Black, M.L.A., James Morrow, president of the Halifax Board of Trade; H. L. Chipman, and Ald. Musgrave, Gildert, Hamilton and Stewart.

At the conclusion of the meeting Mayor McPherson spoke as follows: "We are here to see what can be done for Halifax, believing as we do in the principle of Canada for the Canadians. At the present time from \$50,000,000 to \$60,000,000 worth of winter imports are coming into Canada by way of Boston and Portland through the agency of American firms, which, we believe, should come through Halifax. Of course the condition of the city with regard to railway connections is against it, and that is a matter which we shall take up with Sir William Van Horne this afternoon and with Mr. Hays to-morrow. We expect to go on to Ottawa on Wednesday or Thursday and see the representatives of the Government, and I can assure you that we are not going to whine to them for favors, but to simply set forth our just claims."

Mr. W. A. Black, M.L.A., spoke very strongly indeed: "We hear a great deal about the National Policy," he said. "Now we want to feel its application. Our mission is not a political one, but we feel that Halifax has been ignored. We in Nova Scotia gave our share to the building of the C.P.R., and now what is our position? The Intercolonial, which was completed as one of the inducements for us to enter Confederation, is, after all, of but little use. As for the Grand Trunk, we do not yet know what the new management will do, but in the past, the object of the company has evidently been to keep the trade for Portland, whence they might have the entire haulage. We want to have the winter port just as much as Montreal wants the summer port trade, and we intend to express our wishes in plain language, which will be understood. It was distinctly understood when we came into Confederation that Halifax was to be the winter port, and yet nothing has been done by the Government of the Dominion to assist us in preserving this business, and as things are getting steadily worse down east, we think the time has now come when we should take some concerted action."

The members of the deputation afterwards visited the Board of Trade.

DROPS FROM THE EDITOR'S PEN.

It is practice and not theory that pays in advertising.

A merchant should be careful to keep his word after giving it.

Short wait for customers should be the motto of every merchant.

The clerk who succeeds is the clerk who succeeds in doing his work well.

A well-conducted business is managed to please creditors as well as customers.

"P" stands for pedlar, a perpetual bore to every human being who keeps a store.

It is undermining his business that the merchant is who sacrifices quality to price.

Good times never come to those who cannot make good time in the race for business.

Continuous effort is the force which compels the capitulation of the fortresses of opposition.

Merchants who are half-dealers with their business usually find their business death-dealers to them.

A clerk should be dignified, but he should not attempt to "lord it" over his customers or anybody else.

Merchants who would do well in business must have strength of mind as well as strength of money.

Dead stock is not like a dead mule: it can often be galvanized into life with a little judicious advertising.

Speaking disparagingly of a business competitor is advertising him, and not at his expense either, as a rule.

The merchant who falls in love with his trade association thinks more rather than less of his own business.

People who steal other people's ideas find, like the 120-lb. man who purloins a 220-lb. man's pants, that they do not fit.

An ad. writer requires a little imagination but he should be careful that overmuch of it does not creep into his productions.

Merchants who cut prices usually cut deeper into their own profits than they do into the trade of their competitors.

A clerk that cannot pick up information will never get above the mediocre, but that is no excuse for the merchant neglecting to

teach his clerks all he should and could regarding the business.

To run up your business by running down your competitors is practically as impossible as lifting yourself by your boot straps.

Those who are brusque to travelers are not usually affable to customers. Bruin cannot be a bear one day and a lamb the next.

Far more profitable would it be to dump into the ash barrel "bargains" that won't give satisfaction than to impose them upon customers.

A man can become in time an expert with the boomerang, but with a lie never, for the more it is used the more dangerous weapon does it become.

An Edinburgh clergyman has declared tobacco a blessing. There is at least one clergyman who has fallen in with the average layman's view.

It is quite in order for newspapers that publish page advertisements of department stores to discontinue the woman's department in their journals.

The systematic giving of presents with articles of food is a behind-the-door scheme for robbing the consumers' stomach in order to please his eye or tickle his pride.

Some of the department stores in Illinois have a post office attached. The State Government should have a care. It, like the small dealer, may ultimately be squeezed out.

It is not necessary that a man should possess a fortune before he starts into business, but he is unfortunate if he has not the capital necessary to build the foundations of a fortune.

NOT INDISPENSABLE.

Mr. L., a good-natured German, was the prosperous proprietor of a considerable shoe business in a country town, according to an exchange. He had in his employ one John S., whom he had advanced from cash boy to head clerk, and who had for many years been an attache of the store. Since his promotion John had several times asked for a raise in his salary, and each time his request had been granted. One morning John again appeared at the old merchant's desk, with another request for an increase of \$10 per month. "Vy, Shon," said Mr. L., "I tink I pays you pooty vell alredty; vat for I pays you any more?" "Well," replied John confidentially, "I am your principal help here. I have worked you up a large trade, I know every detail of the business, and, indeed, I think you could not get along without me." "Is that

so?" exclaimed the German. "Mein Gott! Shon, vot vood I do suppose you vos to die?" "Well," hesitated John, "I suppose you would have to get along without me, then." The "old man" took several whiffs from his big pipe and said nothing. At last, he gravely remarked: "Vell, Shon, I gess you better gonsider yourself dead."

B. C. MINING.

THE report that an economic process of treating refractory silver sulphides has been discovered and successfully applied at Broken Hill, New South Wales, causes great hopes to be entertained of the profitable working by that patent process of many low grade mines in West Kootenay, that are now by reason of refractory sulphide impossible to work remuneratively. The new process, among other things, releases the zinc in combination and causes that metal to become a source of profit and not now of difficulty in silver sulphide ore treatment.

Great excitement and opposition were recently roused in the West Kootenay mine country by provincial government proposals to tax at two per cent. ad valorem the gross output of B. C.'s gold and silver mines. The proposed duty has been so modified by deductions for cost of mining, carriage and smelting, that the levy will probably not exceed an average of one per cent. on output values. It is hence likely that there will be an early cessation of what threatened to become a formidable agitation in the mine country. The proposed B. C. tax on minerals follows in part the precedent of Sir Oliver Mowat's legislation in Ontario.

Although the busy season is not yet at hand, there are abundant signs of activity throughout the B. C. precious metal country within which ere the end of the year, at least six large smelters will be hard at work. There is confidently predicted, of the Trail Creek gold and copper country in particular, the early advent of a mining boom of dimensions unparalleled in Canada.

The Smelter Committee, appointed jointly by the City Council and Board of Trade, is calling for provisional tenders for coke, iron, limestone, fire-brick, etc. It will thus, it is held, be shown that Vancouver is a suitable location for a large smelter and refinery, inducement being thereby afforded for the receipt of an available offer or offers from capitalists. Meanwhile the chief owners of the engineering works in the province, the B. C. ironworks, of that city, propose to establish a large branch at Trail, in the South Kootenay gold and copper country, where it is confidently expected that the smelter now built will be the first only of several such undertakings there early inaugurated. To aid such efforts the Provincial Legislature is this session granting large additional statutory powers of railway construction in the Trail district.

TAKE two paint makers of equal skill and experience. Let one make cheap paint part of the time, and some good paint occasionally; let the other have nothing to do but think about, and make, one good grade of paint. Which do you think is likely to give most satisfaction?

THE . . .
SHERWIN-WILLIAMS PAINT

Is made in only one grade— **The Best**

IS THERE

Anything more annoying to the consumer and dealer, and everyone who has anything to do with it, than a poor varnish? If there is we do not know of it excepting it is poor paint.

PRATT & LAMBERT'S VARNISHES

are made to avoid all this. They dry well. They look well. They wear well. They are always the same. Like you to try them.

Made in Canada by

The Cottingham Varnish Co.
MONTREAL Limited

SELLING AGENTS,

The Walter H. Cottingham Co. Ltd.

ON THE "GROUND FLOOR."

THOUSANDS of men who fancy that they may grow quickly and easily rich through speculation have been deluded with the assurance from older and wiser speculators than they, that they were "going in on the ground floor" in some financial scheme, says Youths' Companion. This means that a man belongs, or supposes that he belongs, to the small circle of operators who are in the inner management of the "enterprise" who may be expected to get the cream of the profit.

How this admission to the "ground floor" often works—how, indeed, it may be expected to work—is illustrated by a story told on the exchanges. A, who was inclined to speculate, met B, a solid business man, in the street one day and said to him:

"If you will lend me five hundred dollars, I can pay it back in thirty days, with interest, and make five hundred out of it for myself."

"How can you do that?"

"Oh, there's a great scheme on the street—a perfectly sure thing—and I have a chance to go in on the ground floor."

"Are you positive?"

"Perfectly positive."

The business man, on this assurance, lent him the money. More than a month after-

ward the two met again, and B asked A how his investment was coming on.

"Oh, that's all gone up the spout," answered A.

"You mean the money's lost?"

"Every cent of it!"

"Why, I thought you were going in on the ground floor."

"I did go in on the ground floor."

"What was the matter, then?"

"There was a miserable scam in the cellar."

This will no doubt be found the case in the majority of tempting investments. Wealth is seldom honestly gained without time, effort, the exercise of prudence and sagacity; and, where it is made in sudden and questionable ways, there is a "mean scam in the cellar" to absorb the investments of the deluded people who think they are influential in the enterprise.

DISCOUNT-SLIPS.

It is impossible to exaggerate the importance of removing discount-slips, etc., from catalogues, pamphlets, etc., the moment they arrive, so that inquisitive outsiders may not discover private matters should they meet with the papers on the counter or elsewhere, remarks Ironmonger. Such, at any rate, is the opinion of an ironmonger who is very

careful in this respect, and whose conviction was considerably strengthened a few days since, when, on returning to the customer he was serving, he found him turning over the leaves of a price-list just received through the post. Fortunately, the discount-notes had been removed, but had they been there the disclosure would have been serious, for the rates were high, and a bad impression might have been created.

THE ITINERANT DEALER.

The itinerant dealer is of no earthly use to a town, says the Pictou, N.S., Advocate. He gives nothing to churches or public expenses. He has nothing in common with our people. He can swindle you, and often he does. He can cheat with impunity. The home merchant has a reputation to sustain. He bears his share of the expenses of the town. When a subscription is passed he is the first to be approached. He builds a house and makes other permanent improvements that enhance the value of our property. He helps pay for the churches in which we worship and the schools to which we send our children. He cannot afford to misrepresent his goods or swindle his customers. Self-interest alone prevents this. It is not difficult to decide which of the two classes of dealers should receive the patronage of the people.

BRITISH MACHINERY EXPORTS.

There may be some persons who look askance upon the large and increasing exports of machinery from this country, which in 1895 were valued at about 15 million pounds sterling, as against 14 million pounds in 1894. Undoubtedly, in many classes of goods this means that increasing competition will arise abroad. If, however, we look at the general advantages conferred by our enormous machine industry, the conclusion must be that it is impossible to do anything to check such a trade by laws of the kind which prevailed in this country until 1843. The construction of machinery in one of our most flourishing industries; and it is absolutely certain that if we do not encourage it, other machine-building countries will. Foreign and colonial countries which establish new industries to a greater and greater extent every year would not be debarred from manufacturing by any difficulties which this country might create as regards the supply of apparatus. They would either make their own machinery and thus deprive our artisans of employment, or they would obtain it from our competitors. It must also not be forgotten that the exports of machinery render possible the existence of numerous subsidiary industries, such as those producing belting, oil, lubricants, fittings, and partly manufactured goods, such as yarns.—British Trade Journal.

A BOUNTY WANTED.

Capt. Gragg, manager of the Coxheath Copper Mining Co., of Cape Breton, accompanied by Messrs. H F. McDougald and John McDougald, M.P.'s, has had an interview with Sir Chas. Tupper, and urged that a bounty should be given to high grade copper, so as to place the copper smelting industry on the same footing as the iron industry. It was represented that the company, represented by Capt. Gragg, had already

invested about half a million dollars in sinking three shafts and erecting extensive works for mining the ore, and it was proposed to invest half a million more to provide a first-class plant for smelting the ore, and producing, not only the ordinary copper pig, but a very superior grade of copper for high-class work. Sir Charles Tupper expressed his warm sympathy with any movement for the development of the mining industries of the country, and promised that the matter should receive careful consideration.

WHY CALLED TUMBLERS.

Every day, says The Jewelers' Circular, we drink out of a tumbler. Why is the large glass that holds our milk and water so called? Years ago Prof. Max Muller was giving a luncheon at All Souls' College, Oxford, to the Princess Alice, the wife of the grand duke of Hesse-Darmstadt, and the second daughter of Queen Victoria. There were not a dozen guests besides the princess and her husband, and a very agreeable luncheon we had, with talk on all kinds of interesting subjects. But what excited the curiosity of all strangers present was a set of little round bowls of silver, about the size of a large orange. They were brought around filled to the brim with the famous ale brewed in the college. These, we are told were tumblers and we were speedily shown how they came by their names—a fitting lesson for the guests of a philologist. When one of these little bowls was empty it was placed upon the table mouth downward. Instantly, so perfect was its balance, it flew back to its proper position, as if asking to be filled again. No matter how it was treated—trundled along the floors, balanced carefully on its side, dropped suddenly upon the soft thick carpet—up it rolled again and settled itself with a few gentle shakings and swayings, into its place, like one of those india rubber tumbling dolls babies delight

in. This, then, was the origin of our word tumbler, at first made of silver, as are all these All Souls' tumblers. Then, when glass became common, the round glasses that stood on a flat base, superseded the exquisitely balanced silver spheres and stole their names so successfully that you have to go to All Souls' to see the real thing.

THE PRIVILEGES OF TRAVELERS.

Lord Hampden, the new Governor of New South Wales, attended the commercial travelers' annual banquet in Sydney. In the course of his speech he said:

"I only can tell you that the most paramount feeling in my mind at the present moment is one of agreeable surprise in finding myself in such exclusive company. (Laughter.) I may have had ambitions at times, I may have dreamt dreams, I may have thought it might be my lot some day to entertain or be entertained by great men; but never have I supposed that I should find myself the honored guest at an association of commercial travelers. I have always associated commercial travelers in my own mind with the best room in the inn—(laughter)—the room with the best accommodation, from which the public were judiciously and carefully excluded—(laughter)—the room where the chops were more succulent and the punch was better brewed than in any other place; and I remember that once upon a time a timid host informed me when I asked him to admit me into that secret chamber, that it was as much as his living was worth, because he would be boycotted if he did so. Therefore, you may imagine my pleasant surprise at being your honored guest this evening."

Woodstock Board of Trade wants the banks to remain open until 3 p. m. Saturdays.



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012·68 feet per second.

At 43 " 872·72 "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30·6.

Pressures 2·17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL



IN
STOCK

JOS. ELLIOT & SONS



Razors, Carvers, Butcher Knives, etc.

ALL WARRANTED.

GALVANIZED POULTRY NETTING AND STAPLES

Mesh, 1 inch, 24, 30, 36 inches wide.
 " 1½ inch, 24, 30, 36 " "
 " 2 inch, 24 to 72 " " all sizes.

PROMPT
SHIPMENTS.

WHOLESALE
HARDWARE
MERCHANTS

H. S. HOWLAND, SONS & CO.

Graham Cut and Wire Nails are the Best.

TORONTO

BUILDING TIMBER.

THE gradual disappearance of good building timber from Ontario, and the substitution of hemlock, soft elm and basswood for white pine and the better class of woods, says Canadian Architect and Builder, is the cause of much wrong-doing in the building trades, and the creation of a class of buildings whose lives will be short by comparison. The high price of white or red pine joists is made an excuse by country builders to substitute hemlock instead, where the use of such uncertain lumber should be carefully eschewed.

Fancy hemlock joists in the lower floor of a country farm house, where perhaps only a few inches of space exist between the damp earth and the lower edge of the joists. What is the result? A rotten floor in a few years, and a miasmatic one from the moment it is laid. Where it can be avoided, hemlock should never be employed in a situation subject to alternations of dryness and dampness. It does very well if kept constantly dry, though it has the quality of becoming very brittle if made very dry, and is not by any means a reliable wood if subjected to sudden strains. Hemlock may be

used with profit in the upper floors of small or medium-sized buildings, that are not likely to be subjected to heavy work, and when once in place and properly secured, do satisfactory service.

For inside studding, scantlings and light roofing timbers, it will do fairly good service if skilfully arranged and properly secured. It must not be supposed that we decry hemlock as a building material. We do not. Like everything else it has its uses, and it is its improper use we object to.

For rough boarding, sheeting and roof covering hemlock has no equal. It is superior to pine in nail-holding qualities, and when dry and properly machined makes a firm and solid base to "side" or shingle over, and each nail may be driven home with a certainty that it will stay where put. When covered, as under shingles, hemlock is not so likely to "swell" or "warp" in a damp atmosphere as pine would under like circumstances. Hemlock timber, though frequently used in heavy constructions, is rarely satisfactory, owing to the unequal direction of the grain, and the difficulty of working it to correct and proper shape. While it may do passably well for temporary structures,

such as bridge centres, platforms, scaffolding, etc., it should never be employed for outside purposes where permanency is an important factor. The scarcity of good lumber, or rather its high price, is working favorably in the interests of permanent buildings.

Few country people in the well settled districts of Ontario now ever think of building their houses of wood altogether. The old-fashioned frame house gave way to the lighter and more compact scantling or "balloon" house, and this is fast giving way to the "cased" or "veneered" house, or the solid brick house. It is beginning to be known that a house built of bricks costs but little more than a house built altogether of wood, while the life of the former is three times longer than that of the latter, and the former needs no paint on the walls to preserve it, or to prevent the "poverty stricken" appearance which is sure to attack the latter once every four or five years. The advent of the brick house in the country should be encouraged, and whenever the designing of these is placed in the hands of an architect he should employ every possible means to give his work a "truly rural" but effective appearance.

PARIS GREEN

BUG KILLER

INSECTICIDES
AND FUNGICIDES

BLUE VITRIOL

(SULPHATE OF COPPER)

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

REDUCTION IN PUDDLERS' WAGES.

THE conference between representatives of rolling mills west of the Alleghenies, and officers of the Amalgamated Association, held in the past week, and their canvass of the returns of January and February sales of bar iron, resulted in a considerable reduction of wages in puddling and finishing mills. For the past two months puddlers have been receiving \$4.50 a ton, based on an average of 130c. for bar iron delivered in November and December. The rate established on the returns of January and February business is \$4, indicating that the average price at mill in that time has been below 1.20c. Wages in finishing mills, which were increased 2 per cent. on Sept. 1, and 2 per cent. Jan. 1, have likewise fallen back to the basis of last July and August. The sheet mill scale has been under adjustment in Pittsburg this week and the announcement is made that the minimum scale rate will continue. It is unfortunate, both for owners and workmen that the condition of the trade compels reductions, but if they result in any enlargement of the scale of operations, which has been exceedingly limited in January and February, the lower price will not be altogether an unmixed evil. It is interesting to note in this connection that the annual adjustment by the Midland Iron and Steel Wages Board has recently been made at Birmingham, Eng. Something can be appreciated of the better remuneration of the puddler in this country, in spite of the reductions of the past few years, in the statement that the rate fixed for the coming year is 7s. 3d., or about \$1.75 a ton. Puddlers on the other side have had to accept a steadily decreasing wage in the past five years, following a reduction in the market price of bar iron, of about 30 per cent. in that period. In the western rolling mills of the United States, the reduction of puddlers' wages in the three years preceding the Amalgamated convention of last June was about 30 per cent., though in the same time the price of bar iron had fallen from 40 to 45 per cent. Not only has the pay of puddlers in this country been between two and two and a half times that in the Midland districts, but the ratio of decline has been less, on this side, as compared with the market prices of mill products.—Iron Trade Review, March 12.

ACETYLENE PATENTS IN ENGLAND.

A bill is to be promoted in the next session of the British Parliament, according to an exchange, to authorize the antedating of two applications for patents made by Mr. T. L. Willson, for the manufacture of calcium carbide and the production of acetylene gas. The two applications, in respect of which the bill is to be promoted, are those accompanied by specifications Nos. 16,342 and 16,705, of 1894. The dates which these specifications bear at present

are, respectively, the 27th August and the 1st September, 1894, and the bill proposes that for these dates there shall be substituted the 28th February, 1894, that being the date of the application made in the United States in respect of the invention. Apparently, the bill is meant to rectify an error made when applying for the English patents, in not claiming the date of the earlier application in the States.

A LESSON IN MANNERS.

A day or two ago I listened with much interest, says Vulcan in Ironmonger, to a little story recited by a couple of men in the trade, who are well-known on the road. Towards the latter end of 1894 a good line was hanging fire, and some of the cleverest in the trade were giving the matter their earnest attention. Included in the group were several of the "grand cavalier" order, who made no secret of their belief that when the time came their interest would come first. During the "bulling" and "bearing" of the operations a quiet, harmless-looking gentleman went round to take notes of the situation. The "cocksure" ones declined to be "drawn" in any way, and gave scant attention to the inquirer, whose appearance did not favorably prepossess them. Now, it has happened that an angel in disguise has been spurned from the door, and those who can read between the lines will discover an analogy here. Anyway, in the end it transpired that "dead certainties" were "off," and it was felt that there was sound logic in the Yankee advice: "Always be polite to the office-boy, because he may be boss next fall."

CHEAP PRODUCTION OF PIG IRON.

We have on several occasions quoted Mr. H. S. Fleming, M. E., on questions connected with southern pig iron production. He is referred to by a leading southern industrial journal as a conservative judge of the southern possibilities, hence his latest showing of how cheaply pig iron may be made in that section is quite interesting. In showing what may be done on the property of the La Follette Coal and Iron Company around La Follette, Tenn., Mr. Fleming holds that taking into account all contingencies pig iron could be made at that point for \$6.86 per ton. The following is his estimate:

1½ tons coke, at \$2.15.....	\$3.23
2¼ tons soft and hard ore, at 63c.....	1.58
½ ton limestone, at 60c.....	30
Material.....	\$5.11
Labor, incidentals, etc.....	1.75
Total.....	\$6.86

He further holds that this estimate allows a good margin for improvement, as the cost of coke is made high. If, as in regular operations, slack coal was largely used for coke-making, the cost of coke would be reduced about 40c. He concludes that the average

cost would be best shown in the figures \$6.50 to \$6.75. This is certainly a very good showing for iron, which, as he says, would have an advantage of from \$1 to \$1.50 over other southern iron in freight rates in Cincinnati and northern points. But there are likely some factors which have not been taken into account, as the authority quoted admits that as an iron made from red fossil ores alone is not so good as that from brown hematites or a mixture containing them; so it might be necessary to sell for a little less than the market, or to purchase the more expensive ores for a mixture. He holds, however, that even with this reduction the profits will be sufficient. We do not question the correctness of the figures given, but would prefer to await developments. The estimate, however, is quite interesting, showing, as it does, the possibilities of locations where "the furnace may be placed with its stockhouse almost over the iron ore vein."—American Manufacturer.

THE SIZE OF THE UNIVERSE.

It has been estimated that a cannon ball moving with a velocity of 500 miles an hour and leaving our earth at a certain time and traveling in the direction of the nearest fixed star, would not reach it in less than 4,500,000 years; and yet there are stars in the heavens and visible through telescopes, that would require a cannon ball moving with the same velocity at least 500,000,000 years to reach them. It was said by the elder Herschell that it would require light travelling at the rate of 185,000 miles a second 2,000,000 years to come to the earth from the remotest luminous vapors within reach of his 40-foot telescope, and yet, whatever may have been the efforts of astronomers to bring the starry heavens as a whole into view, even with the most powerful reflectors, they have so far proved to be futile. Hence, to the minds of men, the universe must seem for ever to be and to remain immeasurable, incalculable and incomprehensible. And while we may be able to weigh and measure sums and systems within range of our telescopes, there are others so far away and so far beyond our powers of vision and our power of calculation, that even our present supposed great knowledge of the sidereal heavens would dwindle into the thinnest of mental vapors.—W. H. Lamaster, in Popular Astronomy.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON

Sand Screen Cloth

SAND SCREENS . . .
MASON HAND SCIVES

For Stonemasons, Bricklayers and Plasterers.

WRITE FOR CATALOGUE AND PRICE LIST.

Manufactured by

THE B. GREENING WIRE CO., - HAMILTON, ONT.

THE JAPANESE CYCLE INDUSTRY.

NOT long since, says Stoves and Hardware Reporter, St. Louis, there was a good deal of talk about the possibility of the Japanese coming into competition with the American manufacturers of wheels, and it was even stated that on account of the extremely low wages paid to labor in Japan it was practicable for the Japanese to produce high grade wheels and sell them in this country as low as \$12 and still make a profit. While the statement seemed ridiculous on its face, and while it has been denied by the Japanese Consul at New York and by manufacturers who have shipped high grade wheels to Japan, it is quite possible that many people, although not believing the extreme statements made, have the idea that there must be an element of truth in them and that there is a possibility of Japan becoming a disturbing factor in the wheel market of the world.

Mr. E. C. Wetherill, a former resident of St. Louis, has recently returned from Japan, where he has been for the past four years engaged in commercial pursuits. He is peculiarly well equipped for talking about

the condition of the Japanese bicycle industry, as he has represented several English and American wheel manufacturers in Japan, and has naturally taken pains to post himself regarding the nature of the competition from the Japanese manufacturers. According to him, it is not very strong, and the possibility of Japanese bicycle makers invading other markets is a decidedly remote one. In a press interview at the St. Louis Cycle Show last week, Mr. Wetherill gave the following facts and figures which should prove conclusive:

"At Kanagawa, some four miles outside of Yokohama, is a factory which turns out about sixty wheels in a year. These are an interesting combination of the Victor, Rambler, Columbia and Cleveland bicycles of very obsolete date. They usually have the old style of Dunlop or rag tires, which they cannot or will not guarantee to run over five miles safely. I have never known for myself a wheel to last over five months without some damage being done to it that renders it useless for all time. It is impossible to find Japanese who are familiar with the manufacture of steel and the working of same, and

the frames, after running a few months, collapse; in other words, the construction of the same is of the very crudest kind.

"Their machines retail at 110 Mexican dollars, or about \$60 United States currency; these are the pneumatic-tired machines. The cushioned-tired machines are 80 Mexican dollars. About three years ago I was selling foreign wheels for as high as 280 or 300 Mexican dollars, and found many buyers who preferred an American wheel at that price to the Japanese wheel at \$120.

"The average Japanese wheel weighs 50 pounds. A racer weighs 30 pounds. They do not make ball bearings, but they will use them whenever they can get them. All the steel tubing is imported, and they have no machinery to make bicycles save the lathes. The work is done almost entirely by hand, and the skilled operative makes about \$12 per month.

"Less than 1 per cent. of all the bicycles used in Japan are of domestic make. The Japanese Government uses American machines for the police, military and postal service in preference to their own makes. The chief of police in Yokohama told me that American wheels were the only ones that gave complete satisfaction. My experience is that the Japanese in manufacturing bicycles get hold of some old parts of American wheels of obsolete model."

Time is the Surest Test for a Bicycle

And that is the test we are most anxious to have applied to the wheels we handle. We are confident of the result, for we guarantee every wheel we sell and never turn out any but the "dependable kind" that can be counted on all through, and won't fail you in emergencies.

WE WANT GOOD AGENTS EVERYWHERE

SEND FOR OUR CATALOGUE FOR FULL INFORMATION ABOUT DETAILS AND PRICES

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

NOVA SCOTIA MINES.

B. T. A. BELL, of The Mining Review, in an interview with The Montreal Gazette regarding mining in Nova Scotia, said this was the dull season for coal mining, yet gold mining was being actively carried on in the different districts of the province. The Richardson Gold Mining Co., of Coventry Harbor, N.S., had just put up a 40-stamp mill, and Mr. Bell says they expect to bring down the cost of mining and milling from \$2.05 per ton to \$1.65.

Mr. Bell stated that the most noticeable feature in Nova Scotia gold mining was the enormous increase in tonnage crushed, being nearly double that of the year 1892, and fully 40 per cent. more than in 1894. In round numbers, the tonnage for the Government year was 51,000. This increase is due entirely to the superior character of the mills now in general use. It is less than seven years since the first modification of the old style Nova Scotia mill was first introduced, and less than five years (July, 1891,) since the present general type was first introduced, for continuous work, in the district of Oldham. The steady average of the Richardson Company's mill, in Stormont district, would have been deemed impossible by the rank and file ten years ago. The general average yield of the rock has been about the same as for 1894, being about \$7 per ton for the whole province. The Richardson mill, above quoted, is, perhaps, working the lowest grade rock (about \$2) that has been continuously worked, either in or outside of Nova Scotia.

Another feature in the Nova Scotia gold returns is that the two districts which have produced the largest amounts of gold, namely, Stormont, with 4,225 oz. 6 dwt. 11 grs., and Cariboo and Moose River, with 3,189 oz. 11 dwt. 1 gr. were working on 5 dwt. 2 gr. and 5 dwt. 12 grs. ore, respectively. We hear, from time to time, a great deal of rubbish from both England and the States about the auriferous veins of Nova Scotia being narrow and the quartz expensive to extract. These two districts stand out as a bold contradiction to such a statement, and should remove the fears of capitalists on this point.

The districts of Sherbrooke, Fifteen Mile Stream, Uniacke and Renfrew all show a very marked improvement on last year, while Brookfield has shot up like a mushroom in the night, with a magnificent record, which it promises to far surpass in the coming year. There has been a serious falling off in Lake Cacha, Waverley and Stormont, while Tangier and Mooseland, Whiteburn, Malaga and Salmon River appear to have been either relegated to the "unproclaimed and other districts," or have given no returns at all.

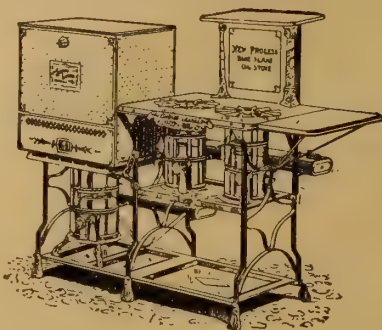
Referring to Quebec province, Mr. Bell told The Gazette reporter that great things

might be expected from the Chaudiere gold fields within a year, for when \$2,000,000 worth of gold could be taken out of that district without improved appliances, and during very inferior management, great things should be expected from those who now have the Chaudiere mines in hand.

"NEW PROCESS" BLUE FLAME OIL STOVES.

THE difficulty in the past with oil stoves has been that the means at hand were entirely inadequate for the results desired. The flame in all cases, a yellow or illuminating flame, made it impossible to place article or utensil in direct contact with it.

As a result, the time occupied in cooking or baking was so long that it was distressing,



No. 1—"NEW PROCESS" BLUE FLAME OIL STOVE.

irksome and unsatisfactory. A disagreeable and frequent occurrence with the old style stoves was the liability of the flame creeping up, after burner is lighted, sooting everything over it, and filling the room with smoke and odor.

Cut No. 1 shows the "New Process" blue flame oil burner, and cut No. 2 a sectional view of the same. This burner has a powerful blue flame, absolutely odorless. Any utensil, or flat-iron, may be placed directly in the flame, without a particle of soot being placed upon it. By the use of the simplest device, it is impossible to turn wick too high, thus insuring a perfect blue flame from start to finish. One gallon of oil lasts 22 hours, showing their marvellous economy. Reser-



No. 2—A SECTIONAL VIEW.

voir is away from burner and is always cool.

Ovens used on these stoves measure 19 inches wide, 12 inches deep, and 13½ inches high, giving absolutely the same results as obtained in any coal, gas, or gasoline range. The T. Davidson Manufacturing Co. are sole agents for Canada, and report large orders for these goods.

WHAT HE WOULD DO WITH A MILLION.

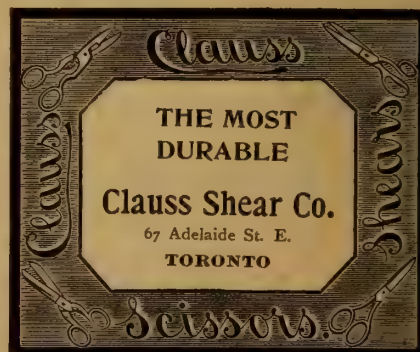
EDITOR HARDWARE.--The Star newspaper is out with a new query: "If you had one million dollars what would you do with it?" A hardware traveler very sincerely answers: "I would like to take one more trip around my customers, treating those who had acted with brotherly love towards me as kinsmen making them participators in my good fortune. On the other hand, there are many I would like to stand up before and talk straight from the shoulder. It would be a greater satisfaction than anything I at present know of to feel for once that I was independent enough to say what I felt. Fortunately there are but few of the shysters over my ground, but what there are are as mean as human nature well could be.

Yours, etc.,

WEARY ONE.

COD-LIVER OIL.

Some excitement has arisen in the market for cod-liver oil with an important advance of prices. Since the closing week of January, says an English exchange, unfavorable reports of the fishing season on the Norwegian coast have been received, but until recently these were little regarded, because in former seasons similarly discouraging accounts have often proved to be exaggerated. In the present case, however, the bad reports are beginning to assume consistency and seriousness in the market, and a large business has been done in London at prices showing a considerable advance upon those current a month ago. Latest telegrams from Bergen state that the quantity of fish caught is barely one-fourth of the amount taken up to the same date of last year. The deficiency appears to be due partly to scarcity of fish and partly to stormy weather. It is reported, moreover, that the livers are small, and the proportionate yield of oil correspondingly deficient. It is added that prices in Bergen have run up very high—higher, indeed, than those quoted in London—and that the stock of last year's oil remaining there has run down to a very low point. The production of Norwegian oil last year was only 12,680 barrels, against 18,500 barrels in 1894, and 26,813 barrels in 1893.



Got anything to say....

To the hardware trade in Canada? There's an easy way of saying it, and it's an effective way too.



THE SPRING TRADE NUMBER

of *THE HARDWARE AND METAL MERCHANT* will be read by all the hardware dealers and metal men in Canada, and they will read it intelligently with an eye to business. The advertisements will be a special feature, and will form a complete buyer's directory for the season's goods.

Say what you have to say in the **Spring Number**. You will thus reach all the buying community between Halifax and Vancouver.

Forms close April 1st.

Screen Doors . . . *Screen Windows* (Adjustable)



The door we are handling this season is $\frac{7}{8}$ -inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . **TORONTO**

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 20, 1896.

HARDWARE.

BUSINESS has been of fair volume during the week in the many lines of hardware, especially those on which the present terms of shipment hold only until the close of the month. The more active lines have been plain wire, which has gone out with considerable freedom, wire nails and cut nails. Rivets and bolts at the advance have also received attention, and coil chain seems to be wanted. Harvesting and draining tools also are being taken for forward delivery. In heavy material business seems more reluctant about working up, and neither is there much doing for spring importation, as buyers seem satisfied to hold off in this connection.

WIRE—Business in this line has been fairly active during the past week with quite a few shipments of fencing wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—There has been little change in this market, though demand is somewhat better than it was. We quote as follows: Barb, \$3 12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—Business in these has been quieter. Discounts now are 75 f.o.b. Montreal, and 70 and 12½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

CUT NAILS—Trade has not been specially active in these. The base price was advanced 10c. to \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs., car lots 10c. rebate.

HORSE NAILS—The trade continues as it was last week, a fair lot of orders being noted. Discounts are 55 off.

HORSESHOES—No change to note in regard to these, demand ruling quiet. We quote: Iron, \$3.50; steel, \$4.75 to \$5.75, as to brand.

TACKS—Business continues quiet and featureless.

SCREWS—Unchanged. Discounts: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—Business fair in a small jobbing way, discounts ranging from 10 to 12½ per cent.

COPPER RIVETS—Demand since the change in discounts has been fair. The basis is 50 per cent. off list.

CARRIAGE BOLTS—There was a fair enquiry on the new basis, which is 60 per cent. off the list for common bolts f.o.b. Montreal, Toronto, Hamilton, etc.

ROPE—There is little activity to note. We quote: Sisal, 6¼ for 7-16 and upwards, and 9c. for manilla, 7-16 and upwards.

BELTING—Business fair at the same range: 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—A good seasonable demand is experienced for cutlery.

CHAIN—Business in coil chain is moderately good, but enquiry for cow ties seems to be over.

SPORTING GOODS—Featureless, with nothing doing.

WIRE CLOTH, ETC.—Business fair for

forward shipment on the basis of \$1.50 to \$1.60, according to quantity.

PLUMBERS' SUPPLIES—Business shows a tendency to pick up, but is still very moderate in its dimensions.

TOOLS—Draining and harvest tools are being ordered with more freedom for spring shipment.

BUILDING PAPER—Without feature. We quote: Plain, \$1.50; tarred lining, 60c.; tarred felt, \$1.60 per 100 lbs. at mill. Car lots shaded.

TINWARE—There is a good enquiry for this line, and for iron ware also.

CEMENT—Cables state that makers ask an advance of 3½ to 4d. per barrel for English and 1 to 3d. for Belgian. Locally the market is quiet at \$2.05 to \$2.20 for English and \$1.95 to \$2.05 for Belgian.

FIREBRICKS—Remain firm, but quiet, at \$17 to \$21 per 1,000, as to brand.

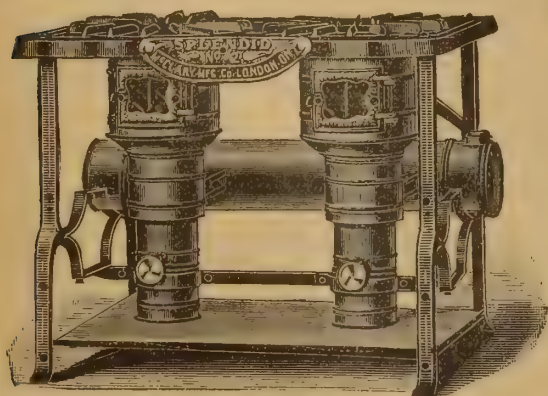
METALS.

Business in metals and heavy material continues of very moderate volume here, buyers as a rule appearing in no hurry about spring supplies.

PIG IRON—Business in pig is not active and the tone is easy, as sellers of Nova Scotia are trying to induce sales, and our quotations would very likely be shaded in the case of a car lot. Nothing is doing in Scotch iron and the prospects for it are not encouraging this spring. We quote Summerlee and equal brands, \$20 to \$21, and Ferrona, \$17 to \$17.50.

BAR IRON—Bar iron is quiet and prices on it also would very likely be shaded in the case of a round lot. We quote \$1.55 to \$1.60.

SHEET STEEL—Continues in fair demand for jobbing wants at \$2.75 per 100 lbs. 8 to 16 gauge.



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

SITUATIONS WANTED.

AS HARDWARE SALESMAN OR BOOK-keeper. Long experience, highest references, young man. "Bright," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," HARDWARE AND METAL office, Toronto.

AS TRAVELLER, BRANCH MANAGER, OR Agent. Good connection with hardware and general store trade in Northwest. Best references. Address, E. W. Low, 489 Sargent Ave., Winnipeg, Man.

BUSINESS CHANCE.

WANTED BY PARTY IN HARDWARE BUSINESS, partner with capital; object, to increase above business. Box 9.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto



Champion Fire and Burglar-Proof Safes.
Made with Solid Welded Angle Iron Frame, Iron Inside Doors; 1,000,000 Changes Combination Lock. Twelve years trial have proven them the Best. Fifteen sizes in stock. Write for our Price List.

S. S. KIMBALL
577 Craig St., Montreal, P.Q.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

SHEET IRON—Moving in a moderate way. We quote: 10 to 16 gauge, \$2.50 per 100-lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30; 26 gauge, \$2.40; 28 gauge, \$2.50.

TINNED IRON—Enquiry continues of a quiet kind at \$5.75 per 100 lbs. up to 20 gauge.

HOOPS AND BANDS—Have met with some demand at \$2.25.

PIG LEAD—No change from last week, prices ranging from \$3.25 to \$3.50, as to quantity.

LEAD PIPE—Only a few small lots moving at 7 to 7½c., with 30 per cent. off list.

GALVANIZED IRON—Business has continued fair for forward shipment from warehouse. We quote \$4.50 to \$5.50, as to grade.

INGOT TIN—A few small lots have been taken during the week at 16½c., but this would be shaded for a round lot.

INGOT COPPER—Dull and easy in feeling at 11c.

SHEET COPPER—Quiet and unchanged at 15½ to 25c., as to grade.

IRON PIPE—Demand quiet and discounts vary. They range from 65 off to 70 and 10 per cent.

CANADA PLATES—Business in these has not maintained the better feeling noted last week. We quote: \$2.20 to \$2.25, as to quantity.

TIN PLATES—Business in these has been quiet since the transactions noted last week. Stocks are ample, and there is no anxiety about supplies, prices ruling at \$2.65 to \$2.75 for cokes and \$3.25 to \$3.65 for charcoal.

TERNE PLATES—Continue as they were at \$5.75 to \$6.25, as to brand.

SOLDER—Business is quiet at 11½ to 13c.

SHEET ZINC—Steady and unchanged at 4½ to 5c.

SPELTER—Featureless and dull, at \$4.50 to \$4.75.

ANTIMONY—As it was last week; 10c.

GLASS.

Business in glass continues much as it was a week ago, prices ruling steady to firm. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The spring booking is now well advanced, and while some makers report things quiet, the general feeling appears to be that the volume of business is in advance of recent seasons. There is a decided firmness in quotations, mainly because there is no overstock, and that raw materials are firm in all markets.

WHITE LEAD—Is in active request, and the price is slowly creeping upwards. We quote as follows: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

A Brass Monkey

found a ready sale for old metal with **W. G. HARRIS** who buys all kinds of scrap copper, brass, zinc, iron, lead.

25-31 William St.

Toronto, Ont.

TELEPHONE 1729

In addition to the

"Dayton"

we also control for Canada the entire output of Featherstone & Co. of Chicago, whose wheels "Road King" and "Duke" are so favorably known to Canadian riders.

J. & J. Taylor

RED LEAD—Market here is bare of stock, and the price is firm in sympathy with reports from abroad. We quote as follows: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

PARIS GREEN—Business at present is mainly in the jobbers' hands; no lots are passing. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

GLUE—Has been marked up 1c. per lb.

LINSEED OIL—Without alteration: one to four barrels, 54c., raw; boiled, 57c.; five to ten barrels raw, 53c., and boiled, 56c.

TURPENTINE—Unchanged at 45c. less 3 per cent. 30 days.

RESINS—Quiet. We quote as follows: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The only important change in chemicals during the week has been an advance in sulphate of copper, in sympathy with rise abroad. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There is no change in petroleum, which has ruled moderately active. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Continue quiet and firm at the advance. We quote: No. 1, 6c.; No. 2, 5c., and No. 3, 4c. Calfskins, 7c. for No. 1, and 5c. for No. 2. Lambskins, 90c.

ASHES.

Business in ashes has ruled quiet with prices steady. We quote: First pots, \$3.50; seconds, \$3.25 to \$3.30, and pearls, \$5.

MONTREAL NOTES.

Walter Grose, the agent of the Ontario Lantern Co., who is located at 30 St. Dizier street, will shortly issue a new catalogue on lanterns, burners and lamp goods, etc. The trade can have them mailed by writing the above address, and mentioning **HARDWARE AND METAL**.

The Alpha Rubber Co. are moving from their present premises on Nazareth street

this spring. They will have their city office at 335 St. Paul street and their factory in Hochelaga ward.

The firm advices on red lead abroad have given a stronger tendency to the market here, and for small lots some jobbers are asking ¼c. advance.

Sales agents for cement are asking an advance of 3½d. to 4d. per bbl. for English and 1d. to 3d. for Belgian for spring shipment, and they have got it in the case of several spring contracts.

There was some talk here of an agreement on linseed and oil of turpentine similar to that in Toronto. Three or four of the leading firms, however, after discussing the matter, decided that matters were not right.

The Canada Paint Co. note that spring booking is well advanced, and that the general feeling is that trade is equal to that of recent seasons.

The W. H. Cottingham Co. are placing in position this week the new machinery received from Cleveland for the increased plant necessitated by the expansion of business in the Sherwin-Williams paints.

ONTARIO MARKETS.

TORONTO, Mar. 20, 1896.

HARDWARE.

THE feature of the hardware trade this week is a reduction of 12½c. per 100 lbs. in the price of barb wire, plain twist and staples, full particulars of which will be found in our editorial pages. The hardware trade is, if anything, a little more active than it was a week ago, but still it is not as brisk as merchants desire to see it. The little increase there is is principally on British Columbia and Northwest account, although there is a little better trade doing in Ontario. Some houses report that the volume of business for March has so far exceeded that of the same month a year ago, but say that it is due in part at least to some of February's trade being done a month later than usual. The most unsatisfactory feature of the situation is payments, which are still slow. Trade in nails is quiet, as a natural result of the activity of the past two weeks. There is also less doing in horse nails. Increased activity is to be noted for copper rivets and carriage bolts. A little more business is to be noted for rope for plough line purposes. In other lines the conditions are much as before.

FENCE WIRE—There is no particular improvement to note in the volume of business, nor are many orders being booked for forward delivery. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where rate does not exceed 25c. per 100 lbs.

BARB WIRE—As noted in our editorial columns, a reduction of 12½c. per 100 lbs.

has been made in the price of barb wire, plain twist and staples, as far as Ontario points are concerned. Prices in other parts of Canada remain as before. Some good shipments have been made during the past week, but mostly on Northwest account. We quote: Barb wire, \$2.87½, plain twist \$2.87½ per 100 lbs.; staples \$2.87½. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days, freight prepaid on 10 keg lots to points where rate does not exceed 25c. per 100 lbs.; rebate 10c. per keg on carload lots.

WIRE NAILS—Trade has fallen off considerably since the 15th inst., and so far very few orders have gone through at the new discount. Discount 70 and 12½ per cent.; delivery made on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

CUT NAILS—The same remarks apply to these as to wire nails. We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade has fallen off in this line, especially from Ontario points. Discount is unchanged at 55 per cent.

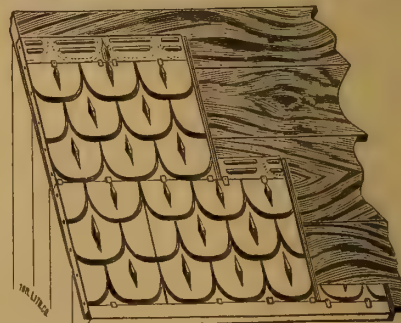
HORSESHOES—Are exceedingly quiet. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

BRASS AND COPPER WIRE—The market is a little easier, discounts now ranging from 12½ to 15 per cent. instead of 10 per cent. as before.

COPPER RIVETS—Trade is active in this line, some good-sized orders having been received during the week. Discount is unchanged at 50 per cent.

ROOFING

**WE ARE
ALWAYS
ON TOP**



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CARRIAGE BOLTS—The demand is good, some nice quantities having gone out during the week at the ruling discount of 60 per cent.

ROPE—In sisal and manilla trade is moderate only, but Russian deep sea line, hal-yards and cotton are in fair demand. Plough lines are now beginning to move, being called for in nearly every order. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

TACKS—Trade continues quiet and featureless.

CUTLERY—Trade continues fair for this time of the year.

SPORTING GOODS—Business in this line is still practically at a standstill.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Orders are still being booked for future delivery at \$1.50 per 100 square feet.

COIL CHAIN—The rush noted last week has been about satisfied, although there is still a fair demand.

PLUMBERS' SUPPLIES—Business continues to slowly improve, although the demand is scarcely up to anticipations.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—The activity noted last week continues. Prices are unchanged at \$26.50 to \$27.

CHURNS—A good trade is being done both in shipments from stock and from factory, as well as in the way of booking orders for shipment next month. The discount is 70 and 5 per cent. and not 75 and 5 as erroneously stated in last week's issue; from stock the discount is 70 per cent.

TOOLS—Such lines as spades, shovels, scoops and post-hole augurs are still in good demand.

BUILDING PAPER—Trade is still quiet. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Very few fresh orders are being booked for forward delivery, the majority of these having already been entered up. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE—There is certainly no decrease in the business in this line yet; in fact, it has rather increased. Graniteware is also moving out more freely, larger quantities having been sold than for some time.

CORRUGATED CONDUCTOR PIPE . . .

Made from best galvanized steel plate, 10 feet long, 26 gauge.

Warranted not to burst when full of ice.

Costs no more than the old style round pipe. Special prices to the trade for lots of 1,000 feet or over.

METALLIC ROOFING CO., LTD.,

Manufacturers
Cor. King and Dufferin Sts.

TORONTO

MILK CAN TRIMMINGS—Trade is still unsatisfactory. Discounts: 25, 10 and 7½ per cent.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Trade is fairly well maintained in this line.

PIG IRON—There appears to be no business passing, and quotations are nominally unchanged. No. 2 Hamilton foundry, \$17; Niagara, \$18.30 for No. 2 and \$18.80 for No. 1, Toronto.

BAR IRON—Trade is a little better than it was a week ago, orders generally being larger. A few carload lots have changed hands during the week. We quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—The movement is freer, some fair quantities having been called for. We quote \$2.30 per 100 lbs.

SHEET STEEL—Trade remains fair and prices unchanged. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—A fair business is still passing. We quote as follows: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Enquiries are coming in more freely, but they are only for small lots. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—A slight improvement has developed during the week, but the volume of business is still small. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Business is quiet, with prices unchanged at 3¼ to 3¾c.

GALVANIZED IRON—There is nothing special to report in connection with this line, except it be that the volume of business is not as heavy as it was. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT COPPER—Is in better demand. We quote 11½ to 12c.

INGOT TIN—While no large sales are reported, orders have been numerous, varying mostly from one to five-pound lots. Prices are unchanged at 16½ to 17c.

SHEATHING COPPER—Not many case lots have been booked during the week, but broken lots have been regularly called for at advanced prices. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Business has been rather better since the decline in prices took place. We quote: English, ¼, ¾ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvanized, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Trade prices are unchanged. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—The demand is principally for charcoals. Some good sales of stamping cokes have also been made. Trade is fair, and if anything, better than it was at this time last year. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Are exceedingly quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Trade is increasing, the demand being specially good for the stencil sheets. Discount, 25 per cent.

TERNE PLATES—Continue dull, with quotations as before, at \$6 for the best brands.

SOLDER—There is a little more activity to be noted, and prices are firm. We quote 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—The activity noted last week has been maintained. We quote : Cask lots, 4¾c.; smaller lots, 5c.

ZINC SPELTER—Is going out a little more freely. We quote : Domestic, 4c.; imported, 4¾c.

ANTIMONY—The slight improvement noted last week has been maintained. We quote : Cookson's, 9½c.; ordinary, 9c.

OLD MATERIAL.

Business is improving, although deliveries are still light and disappointing, owing to the abundance of snow. We quote as follows : Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

The import business is practically over, some of the houses having stopped booking. Trade from stock shows some improvement, although the volume of business is still light. There is nothing doing in fancy glass, and business in plate glass is quiet. Prices are higher on the Belgium market. We quote : For import, \$2.10 to \$2.15 first break in 100-foot boxes ; from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

The snow blockade to the north of us has materially affected general business since our last report. Of course, the majority of the spring bookings are already in, but the lack of communication in the country prevents a healthy return to vigorous spring trading around Toronto. Stocks are light and there is a firmness in all raw materials, White lead is now being actively shipped and prices are moving up on a much higher plane. Red lead is almost unobtainable and the few holders are asking 4¾c. per lb. in casks and 4½c. in 100-lb. kegs. Paris green has not shown much life during the past week. Holders are content to bide their time and are not pushing sales. The

Meat Choppers

ENAMELLED WHITE INSIDE
OUTSIDE JAPANNED RED
ALSO TINNED

LAMPLOUGH & McNAUGHTON
MONTREAL

The Swansea Forging
Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

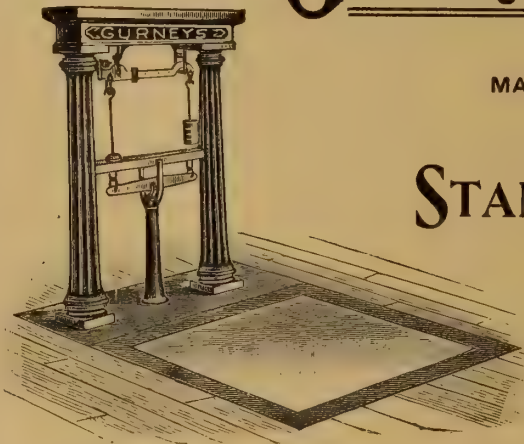
ESTABLISHED 1856

REORGANIZED 1887

The Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES

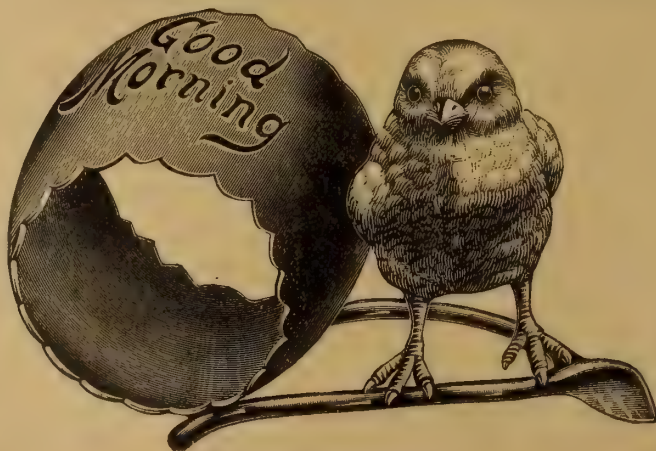


Hamilton, Ontario



If...
Interested
In...

EASTER NOVELTIES AND STAPLES IN SILVER PLATE



Write for
Illustrated Circular.



FACTORIES
AND SALESROOMS

KING ST. WEST

Toronto - Canada

E. G. GOODERHAM,
Manager and Secretary-Treas.

No. 1200—NAPKIN RING

BULL'S EYE CREAMER GAUGES

Hit the Mark at Last

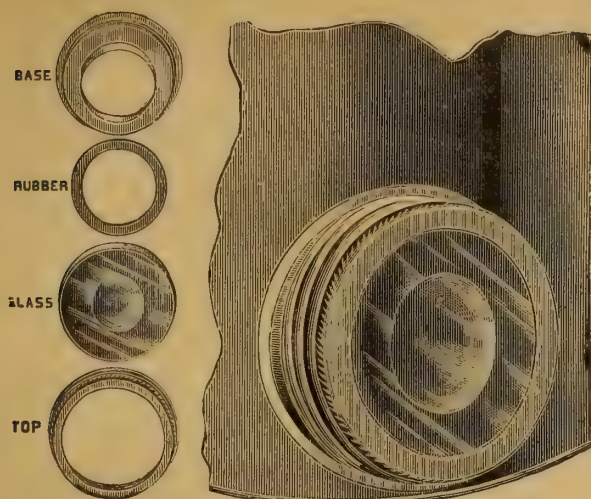
Something the country has been looking for—a Creamer Gauge that cannot leak and that can be easily cleaned.

.. STRONG, NEAT AND DURABLE ..

Takes less time to solder than old-style gauge. No risk of breaking the glass. Soldered from inside of can and leaves no place for sour milk to lodge. Can be taken apart to wash and have every part thoroughly scalded out. Parts interchangeable and can be replaced at small cost.

Diameter of Glass 2 Inches.

THE THOS. DAVIDSON MFG. CO., LTD., MONTREAL



PATENT APPLIED FOR.

advent of spraying time will see a vigorous movement in this article. Owing to a large Toronto factory having been burned out there is a scarcity in glue and prices have advanced 1 to 2c. per lb. White glues are also very much higher.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ 18c.; ¼-lb. packages, 19½ to 20c.; Paris white, 90.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4 25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

SEEDS.

The alsike market is about as dull as it can be since the close of the export trade. Since the milder weather set in there has been a little more enquiry for alsike, but business is still quiet. There is not enough timothy offering to make a market. These are the prices jobbers are paying f.o.b. points of shipment: Alsike, \$3 to \$4.25; red clover, \$4.50 to \$4.80 per bushel.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with moderate demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides unchanged at 6c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade dull and prices unchanged. Fleece quoted at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20 to 21c., and extras 22½ to 23c.

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.;

carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Barb wire, plain twist and staples have been reduced to \$2.87½ for Ontario points.

H. S. Howland, Sons & Co. are in receipt of a large shipment of harness snaps from the Covert Manufacturing Co. This snap gives good value.

Wood planes have advanced 10 per cent. in the United States, and at least some of the Toronto dealers have marked their figures up in sympathy.

M. & L. Samuel, Benjamin & Co. are showing some special values in rules, both boxwood and steel, and will be pleased to quote prices on application.

Dehorning shears are this week in stock with H. S. Howland, Sons & Co. "This is an article," said a representative, "for which there is some business, and the retailers all over the country should place a pair or two in stock."

M. & L. Samuel, Benjamin & Co. are offering to the trade a new sash lock, the principle of which is entirely new, and which is a model of safety, durability and economy, and warranted to possess every

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

THE CANADA PAINT COMPANY Ltd.

Our Liquid Paints

are made from **Pure Colors**, of great covering power, which are the best preservatives for Wood, Iron and Stone. They will **dry quickly** with a hard **glossy surface**, and will work freely under the brush, and can be applied by any one. They are prepared in selected shades, together with Outside and Inside White and Black. Guaranteed to give perfect satisfaction; will not crack, flake or chalk off. We claim them to be unequalled by any paints in the market for beauty and durability. If you want good and satisfactory work done, be sure that you get our celebrated, widely known brands, and do not allow yourselves to be imposed upon by having inferior paints forced on you, because they would prove to be a source of annoyance and trouble.

TRIPLE STRENGTH COLORS are now being largely sold—keep up with the times and order an assorted case. **Quick delivery.** We manufacture a superior grade of Varnishes for Coach-makers' and Decorators' use. Enamels for Bicycles and every class of work. **Prompt shipment.**

MONTREAL

TORONTO

AND VICTORIA

feature desirable in a sash lock. This lock has been specially designed for a low priced one of superior merit, that can be sold in competition with the various forms of cheap horizontal locks which have flooded the market of late years. It is finding a ready sale wherever offered to the trade.

H. S. Howland, Sons & Co. are in receipt of a shipment of Butler's cutlery, consisting of pocket knives, razors, carvers, table knives and forks. An increased demand is reported for the "Keen" razor, made by the Butler firm. The Messrs. Howland have also in stock a shipment of Boker's "Perfection" razors.

M. & L. Samuel, Benjamin & Co. are making active preparations for a good spring trade, and have taken into stock this week a carload of green wire cloth, consisting of all sizes from 18 to 42 inches wide.

UNITED STATES MARKETS.

NEW YORK, March 20, 1896.

PIG TIN—Business was positively dull and the market had a flat appearance from all points of view. London cabled a slight advance early in the day, all of which disappeared later, and advices otherwise were the reverse of stimulating. In the New York market speculation remains lifeless, while purchases for consumption and out-of-town trade account are strictly of hand-to-mouth character. Prices

were steady early in the day on the basis of 13.30 to 13.40c., Metal Exchange terms, but weakened off in the afternoon to 13.30 to 13.35c. same terms. Outside prices softened correspondingly, or to about 13.40c. f. o. b. for five-ton lots, and 13.45 to 13.50c. for smaller quantities.

COPPER—The exhibition of greater firmness displayed on Monday gave place to a slight relapse, caused apparently by a chilling effect of cables quoting 7s. 6d. decline in merchant bars in the London market. As for business, none of importance came to notice and orders for both export and home trade account were unimportant. Prices stood practically the same as they were the previous day, or at 11c. for Lake Superior ingot, 10¾ to 10¾c. for electrolytic and 10½ to 10¾c. for casting stock, as to brand.

PIG LEAD—Single carloads of desilverized were sold at 3.12½ to 3.15c. on spot. No interest was manifested in larger quantities, except at a much lower level of values, and it seemed doubtful if many 50-ton lots could have been placed at 3.10c. London cables quoted £10 7s. 6d. for soft Spanish.

SPELTER—Demand continues slow, and there is little or no movement here of larger lots than single carloads. Prices are fairly firm, however, with 4.15c. the inside rate, and 4.20c. upward asked for Western. London cable was £15 5s. for good merchant brands.

ANTIMONY—Little business is being effected, and prices are without important change. We quote at 7½ to 8c. for Cookson's, 6¾c. for Hallett's and 6¾c. for Japanese.

TIN PLATE—Orders are no larger in size nor more numerous than they have been previously of late. In point of fact, there is merely hand-to-mouth buying here, and no great amount of that. Prices are quoted about the same as for several days, but are rather weak all along the line.

IRON AND STEEL—More or less pronounced weakness underlies nearly all branches of the market. Exception may be drawn at old material to a certain extent, because of the lightness of supplies, and steel rails would probably appear conspicuously on the weak list but for the manufacturers' compact, since orders are still light. Pig iron of nearly all descriptions, the poorer southern product in particular, is more easily obtained at late lowest rates.

Winnipeg may have long-distance telephone communication with St. Paul before many years. The present lines are to be extended from Grand Forks southward to St. Cloud and northward to Grafton.

The returns issued by the London (Eng.) Board of Trade for February show that during the month there was an increase of of £7,340,000 in imports, and of £3,710,000 in exports, as compared with those for the corresponding month last year.

**IF IT'S A
McCREADY WHEEL
IT'S RIGHT**

Other wheels are pretty
Other wheels are strong
Other wheels are fast
Other wheels are reliable

The McCREADY is all this and much more.

"Both you and your lady
Should ride a McCREADY."

The R. A. McCREADY CO, Ltd. 149 Yonge Street **Toronto, Ont.**

Sole Canadian Agency for the Fauber Patent One-Piece Bicycle Crank Axle.

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of . . .
Hamilton, Ont.

. Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

**Buck Saws
Billet Webs
And all other
kinds of Saws**

SPECIAL ATTENTION
GIVEN TO REPAIR WORK

1/3 MORE WORK PER DAY

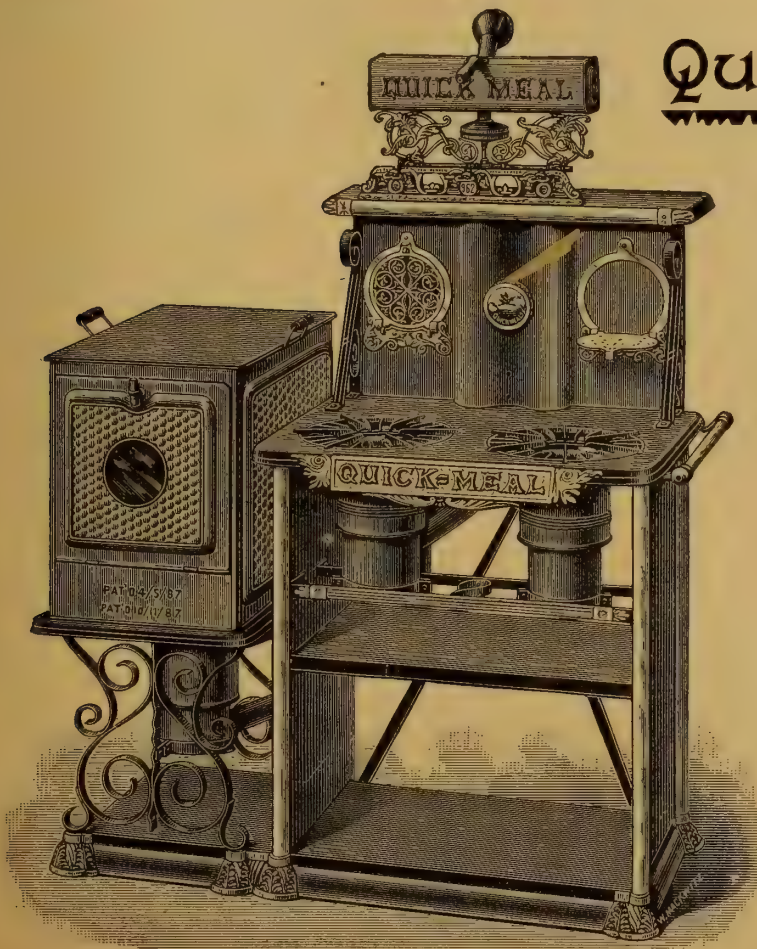
Can be accomplished with

Guelph Charcoal Iron

than with any other iron in the market. Uniform in quality. Every inch
of the bar workable. No hard spots. No waste.

The Guelph Norway Iron and Steel Company, Ltd.

Rolling Mills, GUELPH



Quick Sellers

THESE FAMOUS

Quick Meal

Gasoline Stoves give universal satisfaction
and have an unequalled reputation.

HANDSOMELY FINISHED

EASY TO MANAGE

PERFECT IN CONSTRUCTION

They are standard goods which sell on their
merits. Returns are quick; you won't have
them long in stock. We are the sole agents
for Canada. Send for our Catalogue for
full details about the sizes and styles.

The Gurney Foundry Co., Ltd.

. . TORONTO . .

THE TRAIL SMELTER.

THE smelter at Trail has been started up for a trial since our last issue, and it is reported not to have been satisfactory. The incident is notable as, for the first time, the ores of the Trail Creek district are being treated alone. Hitherto these ores have been used as fluxes for other ores by the smelters which have treated them. The result is said to have shown that these ores could not be treated alone without difficulty. The coke used has given some trouble, but it is thought that this can be obviated in future.

The smelter buildings consist of the main matte and power building, 310 feet long, 60 feet wide and 62 feet high; another building, 180 feet long by 70 feet wide and 60 feet in height. Besides, there is a large brick building, containing the dust chambers, on which is the lofty brick chimney. Besides are a sampling mill, ore bins and offices.

In the main building are two reverberatory furnaces, with four roasters above each, the blast furnace and an 80-horse-power boiler and engine. Two more reverberatory furnaces are in process of construction which, like the others, will have four roasters on the top of each of them. The smelter, when completed, will have a daily capacity of 300 tons. There are now about 6,000 tons of ore from the Le Roi in the bins at the smelter. The ore passes from the bins to the sampling mill floor by gravity, and by the same means to the reverberatory buildings. The fuel used will be wood, except, of course, in the blast furnace, where coke will be required. The consumption of wood will be very large.—Statistic News-Advertiser.

STOPPING BY ELECTRICITY.

The sad loss of life and limb, which occurs much too often, should, if M. E. Lucian Meyers' invention is adopted, be minimised, says London Machinery Market. He describes his contrivance as one that is capable of bringing to immediate standstill all the machinery in a large factory at the moment a cry gives warning that someone has been caught by clothing, hair or limb, and is being dragged between rollers or cogs. A number of electromagnets are brought into action by the pressure of any of a series of contact buttons fixed up at very conspicuous points in a shop, and these control valves which shut off the motive power, whether steam, air, water or electricity. At the same instance a break of great effectiveness is brought against the periphery of the fly-wheels. At a recent trial, a 20-horse power engine working at 90 revolutions under a pressure of 7 kilogrammes, was stopped by the apparatus in two-thirds of a second. Although the starting and keeping in motion of machinery may be taken as all-important objects from an engineer's point of view, there is a very decided advantage to be derived from being able to stop it, if necessary, on the instant.

GARDEN HOSE

Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

**Best Varnishes
TIN PLATE**

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

Makers'
Agents for

**Lydbrook, Allaway's
Dominion, and other brands.**

Enquiries for **IMPORT** orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

. . . **MONTREAL**

**Friction Pulley Board,
Roofing, Sheathing AND
Flooring Felts**

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . **MONTREAL** . . .



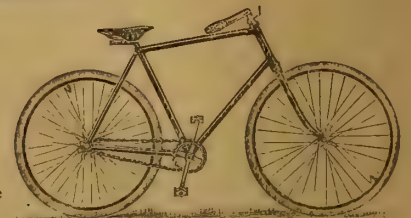
CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY,
London, W.C.

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST.**

CHAS. BOECKH & SONS 80 York Street, Toronto

Manufacturers

MONTREAL BRANCH, 301 St. Paul Street

JOHN WATTERSON

Merchant
Montreal

TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.

Sole Agent for Canada,

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

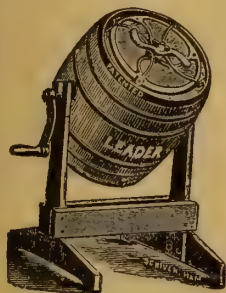
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER CHURN



Our
Churns
for this
season
are first
class in every
respect
well bound
with six
hoops and
thoroughly dry.

WRITE FOR PRICES.

DOWSWELL BROS. & CO.

Hamilton, Ont.

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

TIN PLATE TEA BOXES.

THE movement already set on foot to carry out the suggestion of Mr. Frank Randall, of Llanelly, of superseding the present means of conveying tea in wood boxes by substituting boxes of tin, has resulted in several gentlemen connected with the South Wales tin-plate trade taking the matter up in a practical way, remarks an English paper. Among them, Mr. G. F. Dewdney, of the Cambrian Tin-Plate Works, Cardiff, has taken out a patent for a tin tea box, which is to be brought before the notice of the Tin-Plate Makers' Association of South Wales and Monmouthshire for their approval. The box, which is remarkable for its simplicity of construction, is made of one cross tin, and formed of four separate plates, which fix together in grooves by which means the box is made air-tight. The object of making the box so that it can be taken to pieces is to enable it to be exported in the smallest possible compass. This is attained to perfection, for the plates when separated and packed together occupy but one thirtieth part of the box when put together. The plate which forms the top of the box is fitted with an air-tight lid, upon which is fixed a bar, which performs two duties, i.e., of keeping the lid firmly in its place, and as a handle by which the box may conveniently be carried. To prevent this bar from slipping out, a hole is bored in the metal, through which, after the box is filled with tea, a small rivet is placed, and on this rivet is stamped the official seal. Thus it is made impossible for anyone to get at the contents of the box without first of all breaking the seal which covers the rivet. The box can be made in three sizes commonly used to contain 10 lb., 25 lb., or 40 lb. Mr. Dewdney has already sent a sample of his box to an eminent firm of tin-plate makers, and they are now in communication with London firms of tea packers, who in the course of a few days will express an opinion as to the suitability of the box for the purpose intended. If such opinion be favorable, Mr. Dewdney will at once commence to build additional works, for which plans are now drawn up, so that the manufacture of his box will be carried on as much as possible at Cardiff.

THE SUPPLY OF AMMUNITION.

Capt. Gaudet, superintendent of the Quebec Cartridge Factory, who has just returned from England, is making alterations at the factory for the introduction of more 303 ammunition machinery. This ammunition question becomes more important with the adoption of a new rifle. It is said that there is but a very small quantity of 303 ball cartridge in the country, and the capacity of the one factory to turn out enough for this year's musketry instruction, etc., is doubted. Other than the addition to the present machinery, it is believed that no steps are being taken towards further augmenting the manufacturing facilities in this country, and supply may have to be obtained from England.

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

Special Steel Cables for Tile
and Cement Fireproof Flooring

Cut and straightened to special lengths.

DERRICK, HOISTING
AND GUY ROPES

MANUFACTURED BY

THE DOMINION
WIRE ROPE CO., Ltd.

164 St. James Street

(Send for 1896 Catalogue)

MONTREAL

Brushes

SPRING 1896.

NEW LINES
NEW PRICES
NEW GOODS

New catalogue now in press, ready
about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine.

The Best
Wall Coating
on the Market.
Sold by
Paint and Hardware
Dealers everywhere.

ALABASTINE

Is fully protected by letters
patent. Dealers selling goods that
infringe on our patents will be pro-
secuted for damages, as well as the
makers. A word to the wise should
be sufficient.

THE ALABASTINE CO. LTD.
PARIS, ONT.

PLUMBING, STEAM AND GAS-FITTING DEPARTMENT.

THE annual banquet of the Master Plumbers' Association of Toronto, to be held in Webbs' parlors on Thursday next, 26th inst, promises to be a successful affair. As the association is in a healthy condition and the members are in an enthusiastic frame of mind, Thursday night's festivities may be expected to be of a similar character. The committee having in charge the arrangements for the banquet are: W. J. Burroughes, James H. Wilson, Thomas Cook, C. H. Beavis.

The milder weather of the early part of the week gave plumbers a chance to resume unfinished jobs and to begin new ones, not possible before. Work, however, is yet anything but plentiful.

NO INUNDATION OF EUROPEAN PLUMBERS.

The question of the supply of plumbers to this country is of more than passing interest to our readers at large. The apprentice system is broken down to a very large extent. Trade schools are doing what is possible to train young men for the responsibilities of plumbing work, and many handy mechanics in like lines, especially in country places where the plumbing art is new, are gradually getting into the plumbing business. The only other supply to keep the ranks of the growing trade full is importations. In this connection it is interesting to note that the United States Treasury Department reports that during the year ending with June, 1895, forty plumbers arrived in this country from other countries. Of these thirty-six were under 40 years of age. From this it must be evident that the trade in this country at present is not being inundated by the flow of European plumbers.—Sanitary Plumber.

ELEVATION OF THE PLUMBER.

In the general elevation of plumbing practice demanded by the growing intelligence among householders, certain qualifications are demanded of master plumbers, of plumbing inspectors, and of building officials generally, at the present time, which were not thought of a few years ago, remarks Sanitary Plumber. Accordingly examinations as to qualifications are instituted. Examinations also extend to the domain of journeymen plumbers. A mechanic in the plumbing line to-day, to be qualified for the responsibilities of his work, needs to possess an amount of technical knowledge, in addition to manual skill and familiarity with the mechanical work of his trade, which was not considered necessary only a few years since. The conditions imposed by examinations are somewhat onerous, from whatever point of view they may be considered, and yet they are essential to the best interests of the community,

and should be complied with cheerfully and without protest. Intelligent criticism of these examinations, however, cannot tend otherwise than to promote the best interests of the trade at large. If anything is demanded in these examinations which is foolish or unnecessary it is well that it should be pointed out. If the responsibility of conducting examinations which devolves upon plumbing examiners takes them beyond their own experience and sometimes causes them to flounder in a slough of doubt and misunderstanding of technical matters, then the light of friendly criticism thrown in their direction will perhaps help them in their future duties.

THE EFFECT OF WIND ON TRAPS.

A condition affecting the water seal of traps was brought to light by the high winds of last week, says The Metal Worker, of New York. The wind attained a rate of speed equal to 83 miles an hour, and was maintained at this velocity for the greater portion of one night. As a result, the sanitary engineer has a problem presented for solution. In one of the high buildings in New York City, where no expense was spared in designing and installing the drainage system, it was found in the morning that many of the offices were filled with an odor which was both disagreeable and unusual. In this building both the soil stack and the vent stack pass through the roof separately. In a fine residence in the upper part of the city, the owner, who has had considerable experience in building matters and has given some time to the study of good plumbing, reported to a plumber who usually does his work that on rising in the morning an odor that had not previously invaded his premises made its presence very marked. In this case the vent stack was connected with the soil stack above the highest fixture and previous to its passing through the roof. Another case is also reported, confirming these accounts. It was noticed that the odor did not occur after the windows had been raised and the fixtures, which were trapped, had been used so that sufficient water had been collected again to effectually seal them. In these buildings a fresh-air inlet was provided inside of the front wall trap. The explanation of the breaking of the trap seal given by some experts who have discussed the matter is that under high velocities of wind there is a tendency to compress the air in places to the extent that it starts an oscillating movement of the water in traps connected with the soil and vent pipes in buildings, and this oscillating continues until a sufficient quantity of water has escaped to break the seal of the trap. After this is done the pressure of air on the fresh air inlet, when not stopped, would have a tendency to carry the odor of the drain pipes

along with it to any point of exit that could be found and through the broken seal of the traps as well as through the outlet afforded by the vent and soil pipe stacks. Under ordinary conditions of weather such a contingency as the breaking of the seal of the traps by oscillation is not likely to arise, but it is one that is worthy the attention of the plumber and should be met by some method of effectually preventing its recurrence.

NOTES

A building permit has been issued by the Toronto City Commissioner for the rebuilding of the warehouse on Front street east, occupied by P. McIntosh, recently damaged by fire.

F. Duclos, plumber, Montreal, is offering to compromise with his creditors at 10c. on the dollar. Lamarche & Benoit have been appointed curators of the estate.

The stock of Alfred Blais, plumber, Montreal, has been sold.

Joseph Laurier, of Laurier & Verville, plumbers, Montreal, has compromised at 50c. on the dollar, and continues the business alone.

AVOID STALE WINDOWS.

This is what one hardwareman has to say about window dressing, says Stoves and Hardware Reporter. His statements are short and terse, but they constitute a very comprehensive and able sermon on the subject: "Have in your windows seasonable articles in connection with staple goods saleable the year round. Change your display as often as possible. Well-displayed articles attract attention; attention means interest; interest means, perhaps, a sale. A live dealer should no more think of allowing his window or other displays to become stale than to allow his sign to become unreadable."

The new sawmills at Whitney, on the Parry Sound Railway, will be opened up about the middle of next month. They will have a capacity of 200,000 feet per ten hours, and will employ about 500 or 600 men throughout the season.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

TRULY WONDERFUL

WATER-PROOF

INDURINE

TRADE MARK

COLD WATER PAINT

Cheap, durable and easily applied. Can be used by anyone on any surface, and by its chemical nature at once producing a flexible enamel finish which is indestructible and cannot be washed off.

WM. HALL, Sole Manufacturer

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

ALL TINTS

A substitute
for . . .
Oil Paint
and . . .
Whitewash

Fire-proof and
Weather-proof
An excellent
Disinfectant

ALL COLORS

TRADE CHAT.

L. PARDO, of Blenheim, has received large orders for staves to be shipped to Monte Video, South America.

The North Star Mining Co., Limited, of Vancouver, has increased its capital stock from \$100,000 to \$130,000.

The Montreal and B.C. Prospecting and Promoting Co., of Vancouver, has increased its capitalization to \$50,000.

The Deloro gold mines, Marmora, Ont., have been sold to an English syndicate, and will be worked on a large scale.

The Standard Oil Co.'s profits amounted to 17 per cent. this year. The capital is \$100,000,000, and it earns \$2,500 per minute.

D. A. Ritchie, Winnipeg, has let the contract for the erection of a substantial brick store and dwelling on the corner of Main and Jarvis streets.

The C.P.R. have decided to build an addition to their freight shed at Rat Portage, the work on which is to be proceeded with at once. The shed will be made fifty feet longer, and there will be a two-storey elevation for an office. The total length of the

building will be 150 feet, including the addition, and the two-storey elevation will be 20 x 20.

Several Toronto manufacturers are interested in the erection of a factory near the smelting works, Hamilton, for the manufacture of mineral wool from the slag and refuse.

W. J. Butler, late manager of the Leishman, Maundrell Co., lumber, Woodstock, has decided to remain a resident of Stratford, and will launch out in business for himself.

J. T. Rowe, Aylmer, has let the contract for a large brick addition to his organ factory, including a handsome plate-glass front show-room, work to be commenced at an early date.

The general stock of Mowat & Rossiter, Shakespeare, was sold by J. W. Jones to J. A. Cole, of London. The stock was valued at \$4,608.83, and was purchased at 53½ cents on the dollar.

F. S. Wiley has been in Hamilton for several days, and has formed a gold mining company. The Hamilton men interested are: J. H. Tilden, H. N. Kittson, W. H.

Gillard, H. C. Beckett, W. Southam, F. C. Bruce, George S. Lynch-Staunton, John Hoodless and T. W. Lester. The company will seek incorporation shortly, and after getting out a prospectus will put a portion of the stock on the market. The mines are in the vicinity of the Rainy River district.

Over forty tenders were received for the various works in connection with the building of the new School of Pedagogy and Hamilton Collegiate Institute at Hamilton, the lowest figures amounting to \$105,000.

Wm. Cane & Sons, a manufacturing company in Newmarket, have entered a suit against M. A. Pigott, of Hamilton, and the Monastery of Mount Carmel, near Niagara Falls, claiming \$4,018.32 for goods sold.

The McMaster Manufacturing Co.'s agricultural implement factory at Orangeville, was totally destroyed by fire on Saturday. When the firemen arrived, the fire had gained considerable headway, and it was found that the hydrant was frozen, causing considerable delay in getting water on the building. The loss to the company will be \$10,000, with an insurance of \$3,000. The building, which is owned by Mr. T. Stevenson, is a total loss, and is valued at \$5,000, with an insurance of \$2,250. This is the third time the building has been burned down. This fire deprives Orangeville of the only industry it could boast of.

Our Specialties



Every description of GOODS and TOOLS
for Plumbers and Tinsmiths. . . .

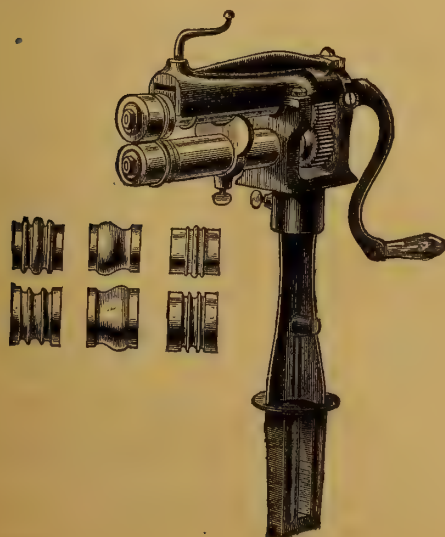
ESTIMATES FURNISHED ON SPECIFICATIONS
ROCK BOTTOM PRICES GUARANTEED ON EVERYTHING

The best Galvanized Sheet Iron and
Tinned Sheet Iron on the market is

“GORBALS”

For Sale only by

Thomas Robertson & Co.  **Montreal**



BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

A MEETING of the creditors of E. J. Gouldie, general merchant, of Dwight, has made an offer of 70c., which was accepted.

H. E. Thorne, general store, Tamworth, is offering 50c. on the dollar.

James O'Leary, general merchant, North Hatley, Que., has assigned.

G. A. Torrance, tinsmith, Smith's Falls, is offering to compromise at 25c. on the dollar.

P. Monet, grocer, Ste. Cunegonde, is offering to compromise at 10c. on the dollar.

G. A. Hogarth, general merchant, Minnedosa, has compromised at 40c. on the dollar.

A. Bigelow & Son, general store and lumber, Lower Stewiacke, N.S., have assigned.

J. M. O'Brien has been appointed curator of the estate of W. R. Cuthbert, brass founder, Montreal.

R. G. Frigon, general merchant, St. Thecle, Que., is offering to compromise at 60c. on the dollar.

Peter & Ferguson, general store and liquors, Mattawa, are offering to compromise at 30c. on the dollar, cash.

A. G. Elliott, general merchant, Richmond Hill, has assigned to Harold McMahon, and stock is to be sold.

A chattel mortgage over the goods of R. J. Spratt & Co., general merchants, Minnedosa, has been foreclosed and the stock sold.

E. J. Gouldie, general merchant, Dwight, who assigned recently, owes about \$3,000. His assets are valued at five hundred dollars in excess of that sum.

A dividend of 13c. on the dollar has been declared on the estate of Fred. Doggett, marble dealer, of St. Thomas. An offer of 25c. was refused by the creditors at the time of the assignment a year ago.

SALES MADE AND PENDING.

The assets of G. L. Lemire, general merchant, Drummondville, have been sold.

The stock of John Cameron, general merchant, Edmonton, is advertised for sale by tender.

The general store stock of S. Foster, Chatsworth, has been sold at 42½c. on the dollar.

The stock of the estate of W. Spence, tinware, etc., London, is advertised for sale by tender.

The stock of Geo. Ashfield & Co., crockery, etc., Ottawa, has been sold at 27¾c. on the dollar.

The assets of J. P. Carey, general merchant, New Glasgow, Que., are to be sold 23rd inst.

The general store stock of W. M. Wightman, Oshawa, has been disposed of at 58¾c. on the dollar.

The assets of Arpin Fils & Cie., general merchants, Ste. Marie de Monnoir, Que., have been sold.

CHANGES.

F. Hughson, general merchant, Ouvry, has sold out to Mr. Gill.

James Murphy, blacksmith, Minnesota, has sold out to Hugh Steele.

Simon Cimon is opening out in Roberval, Que., as a general merchant.

The Brandon Machine Works Co., Brandon, has sold out to T. S. Matheson.

Perry & Turner, stoves, Victoria, have sold their stock to J. L. Beckwith & Co.

A. Bradt, hardware and tinware, Port Rowan, has sold out to Joseph Pierce.

Helen Lockie, general merchant, Dunnville, has sold out to M. E. & A. F. Waters.

J. Hopkins & Co., general merchants, Hartney, are selling out to H. C. Hamelin, Lander.

The report circulated that J. T. Lake, hardware merchant, Berlin, had sold out, is not true, the negotiations with that end in view having been declared off.

PARTNERSHIPS FORMED AND DISSOLVED.

T. Boily & Fils, general merchants, Chicoutimi, Que., have dissolved.

Fuller & Goodwin, general merchants, Chilliwack, B.C., have dissolved. W. S. Goodwin continues.

George Henders, gas fixtures, Montreal, has admitted G. F. Henders as partner, under the style of Geo. Henders & Son.

A co-partnership has been registered in Halifax by H. F. Burton, A. M. Hoare and R. C. Archibald, under the style of the Halifax Cycle Co.

DEATHS.

W. B. Tanner, general merchant, Ivanhoe, is dead.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



Stearns Bicycle

The modern wheel for modern wheelers—the lightest of the strong—the strongest of the light.

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

MATCHLESS

IN USE

THE MATCHLESS**Folding Tub****.. and Wringer Stand**

A new invention for holding the wash-tubs and wringer solid. Required in every house. All hardwood; substantially made. Takes the lead in price and quality.

J. H. Connor

Manufacturer OTTAWA, CAN.

FOR IRON FENCING BANK AND OFFICE RAILINGS



and all kinds
of Iron and Wire
Work, address

**Toronto Fence and
Ornamental Iron
Works**

73 Adelaide St. W.,
Agents Wanted. Toronto

Let Others Talk

UNICORN MIXED PAINTS

Will continue to do
the work.

Manufactured by . . .

A. RAMSAY & SON, - Montreal

ESTABLISHED 1842.

H. BOKER & CO.'S

IMPROVED CUTLERY



RAZORS

PEN KNIVES, ETC.

For sale by . . .

RICE LEWIS & SON, Ltd.
TORONTO

NORTHERN ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

25 cents

HARDWARE AND METAL, Toronto

W. Mason, general merchant, Newcastle, N.B., is dead.

David Ledoux, carriage maker, Montreal, is dead.

W. F. Tate, blacksmith, Sherbrooke, N.S., is dead.

A. Cantin, agricultural implement agent, St. Augustin, Que., is dead.

James Scott, of Leeson & Scott, general merchants, Morley, Man., is dead.

A GOOD BUSINESS PRINCIPLE.

One of the fundamental principles that should govern the young man who is ambitious to rise in business is to get all the friends he can and keep all he gets, says an exchange. One of the great advertisers whose hand is seen in every magazine has for his motto: "We are advertised by our loving friends." The young man who does his work ever so well and has not the faculty of making friends, will not get a call to come up higher in business one-half as often as will the man who is well liked. There are temptations at times to get on one's holy dignity and give an erstwhile friend a "rich brown roast," but the temptation is wholly evil. The roasted friend will not advertise you to the man who is looking for an employe at a better salary than you are getting. Likewise the merchant will add to his fortune by forbearance when vexed. If you trace the fortunes of the rising young men, you will find that every step upward has been on some duty well done, or on some friendship formed and kept. One of the rules of the merchant who makes both friends and money is to refrain from speaking to the detriment even of the competitor who speaks falsely of him. In no place is forbearance and charity so well appreciated as in the merchant. Nothing will quicker drive away good custom from one's store than a constant tirade against your competitor. Moreover, the man who constantly complains of his competitor is always open to the suspicion of being incapable of running his business.

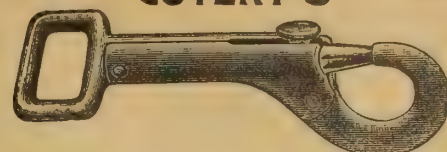
SUSTAIN THE TRUTH.

When you are convinced that a paper is dishonest and deceitful, says an exchange, stop it. When convinced that it is unclean, stop it. When it lacks enterprise and fails to give you the news, stop it. But don't stop a paper that you believe to be honest, courageous, enterprising and clean, simply because its editor has written his own sincere views instead of yours or somebody's else; for if you do you are putting a premium on insincere journalism and serving notice on an editor that the way to succeed is to write what he thinks will best please his readers instead of what he honestly believes to be the truth.

1875.

COVERT'S

1896.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality. Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

A. ROOT, LYN, ONT.

Manufacturers
of . . .

**DRY AND LIQUID
WOODEN MEASURES**

The Champion Curry Comb; Grocery Barrel Covers and Hub Blocks. Send for Price List.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

TAPS AND DIES

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Anyone wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,
HESPELER, ONT.



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO., - - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Mar. 20, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.			
M.L.S., equal to Bradley.	Per box.		
I.C., usual sizes	\$5 25		
I.X.,	6 50		
I.X.X.,	7 75		

Raven & P. D. Grades—			
I.C.,	5 25		
I.X.,	6 50		
I.X.X.,	7 70		

I.C., usual sizes	3 75	4 00	
I.X.,	4 75	5 00	
I.X.X.,	5 75	6 00	
I.X.X.X.,	6 75	7 00	
D.C., 12½x17	3 50	3 75	
D.X.,	4 50	4 75	
D.X.X.,	5 75	6 00	

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.			
Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.			
Dean or J. G. Grade—			
I.C., 20x28, 112 sheets	6 00	6 25	
I.X., Terne Tin	8 25	8 50	

Charcoal Tin Boiler Plates.			
Cookley Grade—			
X.X., 14x56, 50 sheet bxs	0 06	0 06½	
" 14x60,			
" 14x65,			

Tinned Plates.			
72x30 up to 24 gauge	0 06	0 06	
" 26 "	0 06		
" 28 "	0 07½	0 07½	
Allandale, I.C.	2 90	3 00	
" I.X.	3 65	3 75	

Iron and Steel.

Common Bar, per 100 lbs	Base Price.		
Refined "	1 70		
Horse Shoe "	2 35	2 65	
Band "	2 60	2 75	
Hoop "	2 30		
Swedish "	4 00	4 25	
Sleigh Shoe Steel "	2 50		
Tire Steel "	3 00	3 25	
Machinery "	0 10	0 14	
Cast Steel, per lb	0 10½	0 11	
Russian Sheet, per lb	2 00	2 25	
Tank Plates, 1-5 and thicker.	4 50	5 00	
Boiler Rivets			

Boiler Tubes.

2-inch	0 10½		
3-inch	0 13½		

Steel Boiler Plate.

¼ inch	2 45		
½ "	2 35		
¾ " and thicker	2 25		

Sheet Iron.

8 to 20 gauge	2 40	2 50	
22 to 24 "	2 25	2 35	
26 "	2 35	2 45	
28 "	2 50	2 65	

Canada Plates.

All dull	2 40		
Half polished	2 50		
All bright	3 00		

Iron Pipe.

Wrought, ¼, ⅜, ½, ¾ p.c.; ¾ to 1½ in. 70 p.c.			
1½ to 2 in. 70 and 5 p.c.			
Galvanized, 50 p.c.			
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.			

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.	
16 to 24 gauge, per lb.	0 04½	0 04½	
26 gauge, "	0 04½	0 05	
28 "	0 05	0 05½	
16 to 24 gauge, per lb.	0 04	0 04½	
26 gauge, "	0 04½	0 04½	
28 "	0 04½	0 04½	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00		
German coil, per 100 ft.	4 75		
" 5-16 "	4 00		
" ¾ "	3 75		
" 7-16 "	3 25		
" 9-16 "	2 95		
" 5/8 "	2 85		
" ¾ "	2 75		

Trace, per doz. pairs	3 60	5 90	
German coil, per 100 ft.	1 65	2 70	
Jack chain, iron, single, per doz. yards.	0 13	0 50	
Jack chain, double, per doz. yards	0 15		
Jack chain, brass, single, per doz. yards.	0 20	10	

Copper

Ingot.			
English B. S., ton lots	0 11½	0 12	
Lake Superior	0 11½	0 12	

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22	
" round and square 1 to 2 inches.	0 18	0 19	
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.			

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16	
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½	
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.			
Planished and tinned, 14x48 and 14x60	0 26	0 27	

Braziers. (In sheets.)

4x5 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17	
" 35 to 45 "	0 15	0 15½	
" 50 lb. and above, "	0 14½	0 15	

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21		
Spun, per lb.	0 25		

Wire.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 26	0 28	

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 22	
" 27 to 30 "	0 21	0 23	
" 30 and up	0 23	0 26	
Sheets, hard-rolled, 2x4 ft.	0 21	0 23	

Zinc Spelter.

Foreign, per lb.	0 04½	0 04½	
Domestic "	0 03¾	0 04	

Zinc Sheet.

5 cwt. casks	0 04¾		
Part casks	0 05		

Lead.

Imported Pig, per lb.	0 03¾	0 03¾	
Domestic, per lb.	0 03		
Bar, 1 lb.	0 04½		
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04¾	

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder

Bar half-and-half	Per lb.	Per lb.	
Standard	0 12½	0 13	
Wire	0 11½	0 12	
"	0 17	0 19	

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	0 10	0 10½	
Other makes, per lb.	0 09½	0 10	

Anti-Friction Metal.

'Beaver' brand	Per lb.		
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75		

White Lead.

No. 1 do	4 50		
No. 2 do	4 25		
No. 3 do	4 00		
Brandram Bros'. Genuine	6 00		
" Decorative	5 75		
" No. 1	5 10		
(f.o.b. Halifax, St. John, Montreal, Toronto)			
James' genuine	5 75		
No.	5 25		

Prepared Paints

(In ¼, ½ and 1 gallon tins.)			
Pure, per gallon	1 00	1 05	
Second qualities, per gallon.		0 90	
Barn (in bbls.)	0 70	0 90	
Sherwin-Williams	1 20		

Colors in Oil.

(25 lb. tins, Standard Quality.)			
Venetian Red, per lb	0 05		
Chrome Yellow	0 11		
Golden Ochre	0 06		
French	0 05		
Marine Black	0 09		
Green	0 09		
Chrome "	0 08		
French Imperial Green	0 19		

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40	
Yellow Ochre (J.F.L.S.) bbls.			
per cwt	2 75		
Yellow Ochre (Royal), per cwt.	1 10	1 15	
Venetian Red (best), per cwt.	1 80	1 90	
English Oxides, per cwt.	3 00	3 25	
American Oxides, per cwt.	1 75	1 90	
Canadian Oxides, per cwt.	1 75	1 90	
Paris Green, per lb.			
" 100 lb. drums			
Burnt Sienna, pure, per lb.	0 10		
" Umber,	0 10		
" do. aw	0 09		
Drop Black, pure	0 09		
Chrome Yellows, pure	0 18		
Chrome Greens, pure, per lb.	0 12		
Golden Ochre	0 03¾		

Varnishes.

(In bbls.)			
No. 1 Furniture, per gal	0 69		
Extra "	0 90		
Brown Japan "	0 65		
Brown Japan, Turpentine, p.c.	0 85		
No. 1 Carriage, per gal	1 30		
Gold Size Japan, "	1 00	1 20	
Pure Orange Shellac	2 10	2 15	
Hard Oil Finish	1 30		
Oil Shellac	1 40		
White Shellac	2 40		

Linseed Oil.

Raw, per gal	0 54	0 55	
Boiled, per gal	0 57	0 58	
Freight allowed.			

Turpentine.

4 to 9 barrels	0 45		
1 to 4 "	0 46		
Freight allowed.			

Castor Oil.

In cases, per lb.	0 06½		
Small lots	0 06¾	0 07	

Cod Oil.

Cod Oil, per gal.	0 50	0 51	
------------------------	------	------	--

Glue.

(In bbls.)			
Common	0 07¾	0 08	
French Medal	0 10	0 10½	
Cabinet, sheet	0 11	0 12	
White, extra	0 16	0 18	
Gelatine	0 20	0 30	
Strip	0 16	0 18	
Coopers	0 19	0 20	
Al clear	0 09		
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.			

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.			
Rim Fire Pistol, dis. 45 p. c., Amer.			
Rim Fire Cartridges, Dom., 50 and 5 p. c.			
Rim Fire, Military, net list, Amer.			
Central Fire Pistol and Rifle, 18 per cent. Amer.			
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.			
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.			
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.			

Shot.

Canadian, common, 17½ per cent.			
Brass Shot Shells, 55 and 10 per cent.			
Primers, Dom., 30 per cent.			

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb. bags.	per lb		
Best thick brown or grey felt wads, in ½ lb. bags.	1 00		
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99		
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35		
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55		
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20		
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25		
Thin card wads, in boxes of 1,000 each, 8 gauge	0 2		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Steam's, per dozen	13 00	20 00
Adjustable Steam's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tiro, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Footes', dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Footes', dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henia', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Window.	Box Price	Star.	Per 50 ft.	Per 100 ft.	Double Diamond.	Per 50 ft.	Per 100 ft.
1st break	2 70						
2nd "	2 90						
3rd "	3 10						
4th "	3 40						
5th "	3 65						
6th "	4 15						
7th "	4 68						
Picture Glass.							
Pilkington's Ordinary.							
1st break	4 40						
2nd "	4 70						
3rd "	5 40						
4th "	5 90						
5th "	6 50						
6th "	6 90						
7th "	7 70						

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list or application.

GLUE POTS.

nned, each	0 30	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 25
---------------------	------	------

HAMMERS.**Nail.**

Maydole's, dis. 5 to 10 per cent.	Can., dis. 25 to 27½ per cent.	
-----------------------------------	--------------------------------	--

Tack.

Magnetic, per doz	1 10	1 20
-------------------	------	------

Sledge.

Canadian, per lb	1 12½	0 15
------------------	-------	------

Ball Pean.

English and Can., per lb.	0 25	0
---------------------------	------	---

HANDLES.

Axe, per doz., 5 p. c. rev. list.	1 00	1 80
Store door, per doz	0 40	2 50
Chest, per doz. pairs		

Chisel.

Firmer, per gross	3 00	4 50
Socket Firmer, per gross	3 25	8 00
Socket Framing, per gross	3 75	5 00

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz. 6 50 8 40
Heath's, 5 1/2 p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c. 2 90 7 50
Russell & Erwin, per doz. 2 90 7 50
Cabinet, " 2 90 7 50
Eagle, dis. 40 to 42 1/2 p.c. 2 90 7 50
Padlock, " 2 90 7 50
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17 1/2 p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
Basis—50 to 60 dy. 2 60
40 dy. 2 70
30 dy. 2 70
20, 16, and 12 dy. 2 75
10 dy. 2 80
8 and 9 dy. 2 85
6 and 7 dy. 3 00
2. American pattern only—
From 4 to 5 dy. 3 20
3 dy (lath). 3 60
3. Canada pattern only—
From 4 to 5 dy. 3 10
3 dy (lath). 3 50
3 dy, A.P. fine. 4 20
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 70 and 12 1/2 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20 1/2
S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10. 1 25 3 50
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
" Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c. 5 00 9 00
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 27 1 00
Awning " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62 1/2 p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01 1/2
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03 1/2
Sliding door, " 0 03 1/2 0 03 1/2
Lanes, " 0 03 1/2 0 03 1/2

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbuz's, " 9 00 18 00
Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 55 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burs, iron, 50 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6 1/2	00 9
1/4, 5-16, 3/8 in.	7 1/2	00 9 1/2
Cotton	15	17
Russia Deep Sea	00	13
Jute	6 1/2	7 1/2

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.
Kempshell's, dis. 40, 62 1/2 per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
" Empire, McMillan & Haynes, per ft. 0 00 0 70
Hand, Disston's, dis. 10, 12 1/2 p.c. S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 00 0 70

SAW SETS.

" Lincoln, McMillan & Haynes, per doz. 0 00 7 50
Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77 1/2 p.c.
" R. H., " dis. 72 1/2 p.c.
" F. H., brass, dis. 75 p.c.
" H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67 1/2 p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.
Acme, " 3 00 5 00
Lock, Andrews', 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Tea spoons, per gross	Dessert, " "	Table, " "	Dessert Forks, " "	Medium " "	Table " "
	7 50	12 00	21 00	30 00	24 00	27 00
	00 00	00 00	00 00	00 00	00 00	00 00
	36 00	00 00				

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.
Try and bevel, dis. 50 to 52 1/2 p.c.

STAPLES.

Fence, galvanized 0 03 1/2
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH (CATCHPOLE'S).

Stovepipe varnish, enamelled cans, per doz. 1 75
No. 1 stove paste, per gross. 9 00
No. 2 " 4 80

STONE.

	Washita, per lb.	Hindostan, " "	" slips, per lb.	Labadador, " "	Axe, " "	Turkey " "	Arkansas " "	Water-of-Ayr " "	Scythe, per gross.	Grind, per ton.
	0 28	0 50	0 06	0 07	0 09	0 09	0 13	0 15	0 15	0 18
	0 06	0 07	0 09	0 13	0 15	0 15	0 15	0 15	3 50	15 00

TACKS, BRADS, ETC.

	Cheese-box tacks, blue	Trunk tacks, black	" tinned	B.B.B. iron carpet, blued	" tinned	B.B.B. iron carpet, bright or blued (in kegs)	B.B.B. iron carpet, tinned (in kegs)	B.B.B. cut tacks (in bulk)	" (in dozens, 1 to 6 oz.)	" (in dozens, 8 to 24 oz.)	" 1/4 weights	" tinned	Swedes, cut tacks, genuine, blued and tinned	Swedes, upholsterers', genuine
	66 1/2	60	66 1/2	60	66 1/2	30	30	30	30	30	40	45	52 1/2	50
	60	60	60	60	60	30	30	30	30	30	40	45	52 1/2	50

	Swedes, upholsterers', American (1 to 6 oz.)	Swedes, upholsterers', American (8 to 24 oz.)	Swedes, carpet, gimp, lace brush, blued and tinned	Zinc tacks	Copper tacks and nails	Leather carpet tacks	Trunk nails, black and tinned	Cigar box nails	Lining nails in papers	" " in bulk	" " solid heads, in bulk	Saddle nails in papers	" " in bulk	Tinned capped trunk nails
	60	66 1/2	35	35	60	30	65	10	45	15	42 1/2	10	15	15
	60	66 1/2	35	35	60	30	65	10	45	15	42 1/2	10	15	15

TAPE LINES.

	English, ass skin, per doz.	English, Patent Leather	Chesterman's, each	" steel, each
	2 75	5 50	0 90	0 80
	5 00	9 75	2 85	8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37 1/2 per cent.

TINWARE.

Stamped, dis. Assn. list, 80 per cent.
Japanned, prices on application.
Piced, prices on application.

TRANSMO LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33 1/2 to 35 p.c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

	Bag, Russian, per lb.	Wrapping, mottled, per pack	Wrapping, cotton, per lb.	Mattress, per lb.	Staging, " "	Broom, " "
	0 21	0 50	0 17	0 33	0 27	0 30
	0 60	0 18	0 45	0 35	0 35	0 55

VISES.

	Hand, per doz.	Bench, parallel, each	Coach, each	Peter Wright's, per b.	Pipe, each	Saw, per doz.
	4 00	2 00	6 00	0 12	5 50	6 50
	6 00	4 50	7 00	0 13	9 00	13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers " Iron, " 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors

Are used by the largest carriage
builders.

P. D. DODS & CO.

MONTREAL

BABBIT

Handlers of

Do you wish the maximum of satisfaction
for the minimum of cost?

THEN

SEE

YOU GET

G. Langwell's Babbit

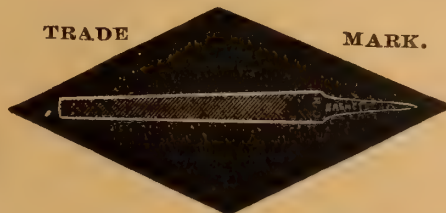
MONTREAL, QUE.

See that the name is stamped on each bar.

**BLACK
DIAMOND**

TRADE

MARK.



**FILE
WORKS**

21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round
Edges for Band Saws.

Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

And every other description of Sawfiles.

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of
hardware people—strong, tough, hard-to-tear
paper. Upon request we will be glad to
send a book of samples from which you can
order.

Let us know what you want in our line.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

Have You Got One—



Of our Buttons ?
If not, drop a postal and
we shall be pleased to
supply one for each
of your clerks.

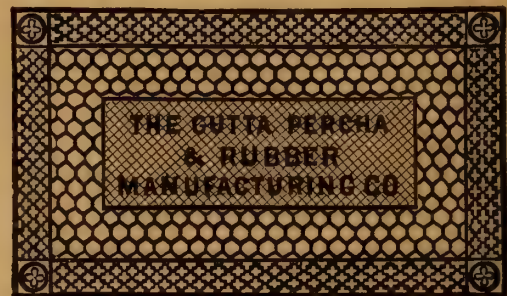
A. R. WOODYATT & CO.

GUELPH, ONT.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
a Specialty.

Manufacturers - Toronto

N. B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

CANADIAN
HARDWARE
 AND METAL
 & MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, MARCH 28, 1896.

No. 13.



MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.



MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
 Chicago Office: Traders Building.
 Montreal Office: H. McLaren & Co., Agents

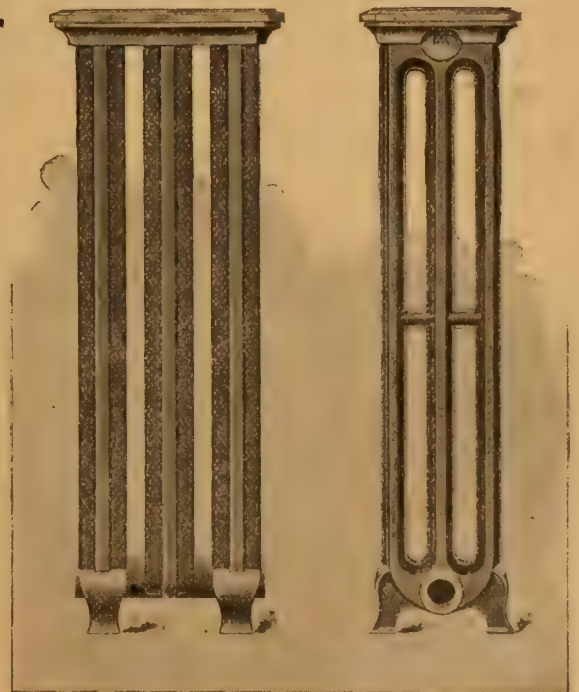
Owners and Sole Manufacturers,
 74 Cortlandt Street, NEW YORK.

**Largest Manufacturers under
 the British Flag**

We lined up beside the world's giants nine years ago and now stand before you as the surviving and fittest—could not be otherwise. There can be but one leader, and you can count on

**“Safford” Patent
 Radiators**

For general construction and art
 they lead the WORLD



The **Toronto Radiator Mfg. Co.**

TORONTO, ONTARIO

LIMITED

Hardware Merchants and Bicycle Dealers

Write for Our Catalogue of



BICYCLE Accessories

RICE LEWIS & SON

LIMITED

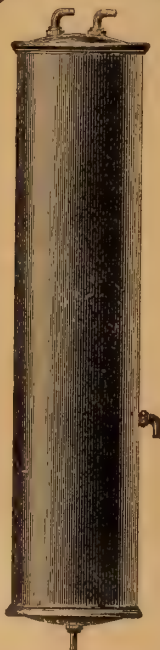
Cor. King and Victoria
Streets

TORONTO



When a
**Copper
Boiler**

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed

**200 LBS.
PRESSURE**

also will
not

COLLAPSE

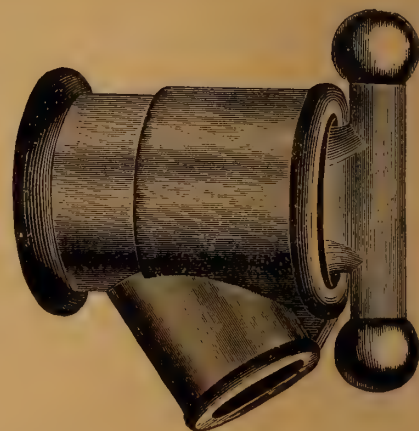
The Booth Copper Co.
LIMITED
Toronto



**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

**WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE**



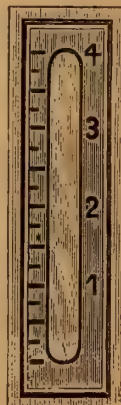
Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

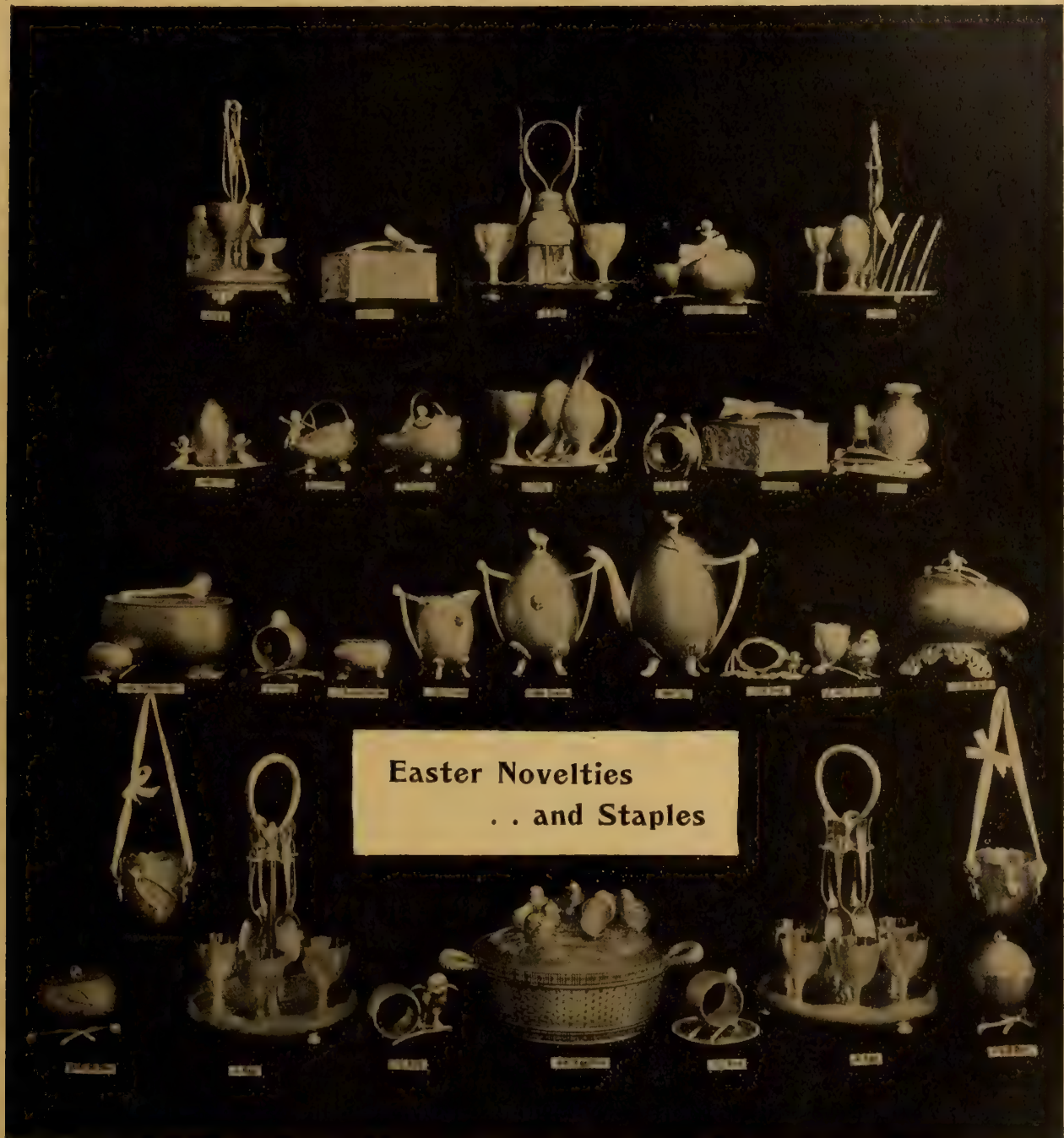


Kemp Manufacturing Company

TORONTO, ONT.



ALL SILVERWARE STAMPED TORONTO SILVER PLATE CO. IS GUARANTEED AS TO QUALITY



List of Special Net Prices to apply to the above furnished to the trade on application.

Toronto Silver Plate Co.

Factory and Salesrooms,
KING STREET WEST . . . TORONTO, CAN.

E. G. GOODERHAM, Manager and Sec.-Treas.

Manufacturers of

STERLING SILVER AND ELECTRO SILVER PLATE

ELECTROS--ONE CENT EACH

If you want an Electro of the Woodyatt Lawn Mower to use in your local paper this season, by mailing request on a one cent postal you can get one without further cost, from

A. R. WOODYATT & CO. - Guelph, Ont.

Representatives in Every Town Wanted

—FOR THE—

COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell. Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

Got anything to say....

To the hardware trade in Canada? There's an easy way of saying it, and it's an effective way too.

THE SPRING TRADE NUMBER



of THE HARDWARE AND METAL MERCHANT will be read by all the hardware dealers and metal men in Canada, and they will read it intelligently with an eye to business. The advertisements will be a special feature, and will form a complete buyer's directory for the season's goods.

Say what you have to say in the **Spring Number**. You will thus reach all the buying community between Halifax and Vancouver.

Forms close April 1st.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, MARCH 28, 1896

No. 13

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

HARDWAREMEN AND BICYCLES.

BICYCLES and their accessories will be this season more generally carried by retail hardwaremen throughout the country than during any previous year.

The handling of bicycles is a part of a hardwareman's business just as much as is the handling of guns and sporting goods; but he has been slow to recognize this. And while he slumbered and slept other lines of trade which were not as much allied to bicycles as is the butcher to the baker, stepped in and appropriated a trade that should never have been theirs. It is, however, better late than never, although had as many hardware merchants stocked bicycles last year, it would have been still better for them.

Those hardwaremen who have added bicycles to their stock should remember that a bicycle trade can only be made successful by push and enterprise. It will not do to keep bicycles in some remote corner of the store.

Bicycles as well as their accessories should be kept in evidence while the season lasts; and it does not require an expert to devise ways and means of doing this.

A bicycle in itself is an attraction, and even if it is thrown into the window somebody will stop and look at it. But a bicycle should not be thrown into the window; it should be placed to show to the best advantage.

There are many varied and simple ways by which this can be accomplished. A figure, dressed up in either human or other shape,

made to represent a rider, is sure to attract attention. Then a bicycle simply resting on a stand with the front wheel kept revolving will not escape the eye of many people.

But in whatever way it may be seen fit to display a wheel, care should be taken not to make in connection therewith a display that will give the machine a secondary place in point of attractive properties. This is frequently done in regard to other lines of trade, and it is possible that the same may be done in regard to displaying bicycles. A tasty arrangement of bicycle accessories will improve the attractive properties of a bicycle display.

He who handles bicycles must advertise judiciously if he is to make the handling worth anything to him: The advertisements must be "catchy," or else, like a badly dressed window, they will attract no attention.

If possible, the hardwareman, unless he chooses to do so himself, should depute one of his clerks to specially push the sale of wheels, a part of whose duty shall be to visit such places where it is possible a machine can be sold. Then a good connection means, other things being equal, a good bicycle trade. Aim to cultivate connection.

HAMILTON PIG IRON.

The Hamilton smelting works people appear to be meeting with at least a fair measure of success.

The works are turning out 90 to 100 tons of pig iron per day, and are employing about 125 men.

As far as actual business is concerned, **HARDWARE AND METAL** has been given to understand that the works are fairly well employed: They are booking a good many sample orders and making some contracts for future delivery.

Present price ex cars Toronto is \$17 for No. 2 and \$16.50 for No. 3. At these prices it is claimed that the Hamilton iron is beginning to take the place of the southern soft iron, a representative told **HARDWARE AND METAL**, "to a very large extent."

It may be interesting to note in this connection that some 100 to 150 ton lots of southern soft iron have been laid down on the Toronto market at equal to \$17 for No. 2 and \$17.50 for No. 1.

A BOON TO IRON MEN AND FARMERS.

ONE of the planks in the platform of the Salisbury Government is the devising of ways and means to relieve the agricultural distress which has become so pronounced in Great Britain of recent years.

One of the means by which it is thought this will be accomplished is the building of light railways to run into the rural districts, bringing farm produce and passengers to the main lines of railway, of which they will be practically the feeders.

In pursuance of this policy of the Government, a bill has been introduced in the British House of Commons by Mr. Ritchie. The proposition is to build these light railways by the combined aid of private and municipal contributions and governmental loans, the share of the State not to exceed 25 per cent. of the total capital. No doubt to prevent what is known in Canada and the United States as fake companies, it is stipulated that no Government aid shall be afforded until 50 per cent. of the capital has been subscribed, while not less than 25 per cent. of this subscribed capital must be obtained from sources other than public bodies. The debenture loan on the British Treasury will rank equally with that of the local authorities, and the interest is fixed at 3½ per cent.

Besides assistance to be rendered by the Government in the way of loans, a commission is to be appointed for the special purpose of furthering the project.

One of the advantages about these railways is their cheapness both in regard to original cost and cost of maintenance. One source of saving in the latter particular is obtained by the non-use of the costly interlocking signals and the block system.

It is said that the bill is certain to become law this season, and the iron, steel and hardware dealers in England are anticipating a good demand for such materials as of necessity enter into the construction of a railway.

Although an experiment in Great Britain, they are not so in some of the Continental countries. They are in vogue in France and Belgium and other countries, where they have proved most advantageous to the rural districts.

In Great Britain they promise to be a boon to iron men as well as to farmers.

MASTER PLUMBERS FEAST AND TALK.

THE cause which called into being the recently re-organized Master Plumbers' Association of Toronto was trade evils which threatened to wipe out the plumber from his job of wiping joints and the performance of his other legitimate duties. Any one, however, who had peeped in upon them on Thursday night, as they sat around the banqueting table at Harry Webb's, would have concluded that if the master plumbers of Toronto had any troubles they rested lightly upon them. Had he listened, however, he would occasionally have heard a remark dropped from which he would have gathered that at least some crooked places in the plumbing trade needed strengthening, and that badly; and that the lightsomeness that to abundance was everywhere present was born of confidence in their ability to cope with the menacing evils.

It was the occasion of the first annual banquet of the Master Plumbers' Association of Toronto, and a good first it was. Practically all the leading plumbers of Toronto were present, and a delegation came down from London to contribute its aid to the success of the festivities. The manufacturers and wholesale supply houses had their quota present. About 150 guests sat down, and the enthusiasm was unbounded and good-fellowship supreme.

The arrangements were excellent: There were good viands and etceteras to "please and allure the taste," and a good toast list and programme to entertain. The decorations were ample and tasty.

President Burroughes presided, and on his right was Ald. Hallam and on his left W. F. Maclean, M. P. First Vice-president Fitzsimons had charge of the vice-chair, and seated on his right was Mr. P. McMichael, of the James Robertson Co., Ltd., and on his left Mr. W. H. Carrick, manager of the Gurney Foundry Co., Ltd. Among others present were: Ald. Bell and McMurrich; Assistant City Engineer Rust; Fred Somerville, of the Ontario Lead and Barb Wire Co.; Thos. B. Alcock, secretary of the Gurney Foundry Co.; A. D. MacArthur, of Craig, MacArthur & Co.; H. W. Anthes, Toronto Foundry Co.; W. J. Skelley, London; Mr. Smith, of Smith Bros., London; W. J. Hazlett, London; Mr. Stevens, London; John Ritchie, "the father of the plumbing trade of Toronto;" A. Fiddes; W. B. Malcolm; Robt. Fair; Mr. Miller, of the James Robertson Co.; James Morrison, of the James Morrison Co.; W. C. Bullock, of John Perkins & Co.; James Malcolm, of the Ontario Lead and Barb Wire Co.; Adam Taylor, of the Toronto Radiator Co.; John Wayne, of the Polson Co.; John Aldrich, president of the Builders' Exchange.

THE SPEECH-MAKING BEGINS.

The hands of the clock indicated 10.15 p.m. when Chairman Burroughes tapped the handle of his knife on the table, and announced the toast list. "Order, gentleman," he began, and instantly knives and forks and tongues ceased clattering. "I have very much pleasure in welcoming the manufacturers, fellow plumbers, the press and friends at this the first banquet of the master plumbers of Toronto. I hope this will not be the last. (Hear, hear.) This is practically the first time we have met on a festive occasion like this, and I hope next year we shall see a larger representation than even now."

And the way everybody cheered it was evident that those present coincided with the chairman's closing declaration.

"At the request of the secretary," continued the chairman, "I will read the names of those who have sent letters of regret." He read these names: Mayor Fleming, City Engineer Keating, Medical Health Officer Sheard, Ald. Boustead, Lamb, Burns; John M. Taylor, of the Toronto Radiator Co.; Mr. Lismarche, president of the Montreal Master Plumbers' Association; J. W. Hughes, secretary Montreal Plumbers' Association; Fairly & Stewart, Hamilton; Adam Clark, Hamilton; Everson & Hawkins, Oshawa; John Boston, president Halifax Association; Adam Hall, Peterboro; Stevens Manufacturing Co., London; Mr. McAvity, St. John; Bennington & Bain, Windsor, Ont.; John McKinley, president of the Ottawa Association; McKelvey & Bush, Kingston; H. Dakin, Galt; Steel Clad Bath Co.

After the toast of "The Queen" had been duly drunk, Mr. Bullock favored the company with a song which those present wanted to encore, but the president intervened.

With the toast "The Lieut.-Governor and Parliament of Canada," was coupled the name of W. F. Maclean, M. P. "I can certainly say on behalf of the Lieut.-Governor," he remarked, "that had he been here to-night he would have appreciated this toast. On behalf of the House of Commons, of which I am a member, I wish to return thanks on behalf of the House and myself. Our House of Commons and the people are wondering what we are doing and why we are there. (Voice—To spend money.) I am sorry that last week while we were in session night and day we had not a few master plumbers among us who could have charged double time for over-work." (Cheers and laughter.)

BELIEVED IN REGULATING PRICES.

Then Mr. Maclean became complimentary. "I think you have a perfect right to form an association. (Hear, hear.) Those of us

who have tried to study political economy have been told that competition is the life of trade, but I believe that every one who is in business—and I am in business myself—has a right to form associations to regulate production and enable those who are in it to get a reasonable return for their money and not cut each others' throats." (Hear, hear.)

Getting back to parliamentary matters again, he continued: "I regret that the whole time of Parliament has been taken up with a question affecting race and creed. (Hear, hear) I must apologize for Parliament. It has taken up too much time over discussing the constitution and not enough about the material interests of the country."

Continuing, the member for East York waxed humorous, "I regret to see such a decline in the price of lead scrap as there has been lately. (Laughter.) I am in the business myself. A short time ago I had occasion to get my bathroom fixed, and the way in which the plumber got away with the scrap lead and left the job to take care of itself convinced me that there was more money in carrying away the scrap than in finishing the job. (Laughter.) That plumber was the gentleman to my right—your worthy president." (Renewed laughter.)

In closing Mr. Maclean paid a tribute to the apprenticeship as in vogue among the plumbers.

Messrs. Alexander and Harry Williams followed with songs.

The toast, "Canada Our Home," was honored with "The Maple Leaf Forever," which was sung with gusto.

"In proposing the toast, 'The Mayor and Corporation of Toronto,'" said the chairman, "I have much pleasure in introducing to you three stalwarts on behalf of the Plumbers' By-law—Ald. McMurrich, Hallam and Bell."

Cheers and snatches of sundry songs greeted the president's remarks.

WANTED TO SHOOT PLUMBERS.

Ald. McMurrich was the first speaker, and he began with a scrap lead story. He said that recently he was having a job done at his house, the plumber being President Burroughes. (Laughter.) "He was trying to run away with my scrap lead when one of my boys interposed. 'Here,' he said, 'you cannot take that scrap away.' 'Why cannot he take the scrap?' interposed the boy's mother. 'Because,' replied the boy, 'I heard my father say he wanted the lead to make bullets to shoot plumbers.'" (Laughter.)

Continuing, the worthy alderman declared that, next to the doctors, the plumbers held the highest place in his estimation. He did not think the public, as a rule, paid sufficient attention to the plumbing in their houses. "If they were as careful about their plumbing as the young lady is about her teeth, or the mother her family, I am sure we should

not have as much sickness in Toronto as there is. (Hear, hear) About forty years ago I had a job of plumbing done by the venerable John Ritchie. I thought it was going to last forever. But I found out my mistake, and to my cost. I had a case of typhoid fever in my house." (Laughter.)

He referred to the recent transfer of the Plumbing Department from the City Engineer's Department to that of the Medical Health Department and expressed the hope that it would turn out to the benefit of the city at large. In closing he complimented the association on the object of its existence. "I don't believe in cutting rates," he said.

"Not even insurance rates," interposed Mr. Maclean.

"No, not in insurance rates either," rejoined Mr. McMurrich amid much laughter, for be it known that Mr. McMurrich is an insurance man as well as an alderman.

The president here grasped an opportunity to explain that the reason he had hurried away the scrap from Mr. Maclean's house was because, learning that he was in the foundry business, he was afraid the scrap would get into The World. (Laughter.)

Mr. Palmer, a gentleman of artificial color, followed with a stump temperance speech which was introduced with: "There being so many horrible examples here this evening I have been called upon to deliver my lecture on temperance and other refreshments."

Ald. Hallam followed with one of his brief and characteristic speeches. "If," he said, "you get as good returns from this banquet as you do from your bills you will have enough to keep you feasting till the end of the world." (Laughter.)

AN ADMONITORY ALDERMAN.

Then the worthy alderman got admonitory. "Any work that is done under ground, do it so that it will bear inspection. I believe good work will be done by an association such as this. You can only succeed on the line of business: In doing your work and earning the confidence of the people."

Continuing, he said: "I understand you are coming down to get legislation. If that legislation is right and in the interest of the public you can rely on finding me a staunch supporter. And I have confidence in you that you will only ask for what is right." (Hear, hear.)

Mr. John Ritchie followed with "Heather Jock," beating time with his gold headed cane.

Ald. Bell, on taking up the toast, declared that the amendments to the Plumbers' By-law, which had been secured at the solicitation of the plumbers of the city, had resulted beneficially to both the citizens and the plumbers. "I can say that if you come down seeking further and just amendments you will have the City Council with you." (Hear, hear.)

Harry Simpson gave an exhibition o

vantriloquism which was highly entertaining.

First Vice-President Fitzsimons proposed the next toast, "The Manufacturers and Wholesale Supply Men." In doing so he described the manufacturers and wholesale supply men as the backbone of the trade.

Before the speech making began Mr. Alexander contributed another song.

Mr. Carrick was the first speaker. On behalf of the Gurney Foundry Co., he returned thanks for coupling his name with the toast. Before he sat down he said that his firm would do all it could to carry out the desires of the plumbers of the city. (Hear, hear.)

When Mr. James Morrison rose to speak he was greeted with "He's a Daisy" and "See Him Smiling," and he was smiling. He, too, expressed himself as willing to assist the plumbers in their efforts to improve the trade.

Mr. CoMichael, of the James Robertson Co., said: "On behalf of the firm which I represent I wish your association success, and I am satisfied that the manufacturers will, on the whole, do everything in their power to support the association, not only in the way of ordinary business transactions but to place the plumbing trade on a sound financial basis." (Hear, hear.)

Mr. Bullock followed with another solo.

Mr. W. B. Malcolm spoke interestingly on plumbing trade reminiscences. "There was a time when the plumbers had not only the fitting up of soil pipe—it was all lead—but they had the making of it. Now it has gone into the hands of the manufacturers. The plumber is now simply the fitter-up."

Mr. James Malcolm gave a humorous reading on the plumber.

TORONTO PLUMBERS LEAD.

Mr. Somerville, of the Ontario Lead and Barb Wire Co., said that it was a well-known fact that the city of Toronto always took the lead in regard to plumbing. He promised the association the sympathy and co-operation of his firm, which promise was greeted with cheers.

Mr. A. D. MacArthur declared that the efficiency of the plumbing trade of Toronto was one of the wonders of civilization. "And," said he, "there is no one on God's green earth, except the plumbers' supply man, who receives such small remuneration for his work as the plumber." (Laughter.)

Mr. Adam Taylor, of the Toronto Radiator Co., suggested that it would be better for all concerned if a combination was formed and the manufacturers agreed to sell to none but legitimate plumbers.

Mr. Stevens, of London, followed, congratulating the association on the success of the banquet. "In the west we really do not know the meaning of what is going on down here, and so we came to see. Perhaps you will enlighten us."

John Wayne, of the Polson Co., also spoke, and Ald. McMurrich followed with a song.

Mr. Anthes, of the Toronto Foundry Co.,

said he was sure those present would agree with him that the soil pipe manufacturer was the most abused man in the trade. (Hear, hear). "If you form an association I hope you will come down easy on us." (Laughter). He said that if the outsiders present would come down to his works on the morrow he would show them how they filled up some of the holes in soil pipe. (Renewed laughter.)

Mr. Bullock, of the Perkins Boiler Works, promised the sympathy and co-operation of his firm.

Mr. Hazlett, of London, said he had come down in order to learn how an association could be formed. "I want to get down to the bottom of it. I want to see if the sanitary law is in keeping with the statutory law. If it is not, let us get it made so." (Hear, hear.) We have in London tried three or four times to get up a plumbers' association, but have failed. I hope while we are here we shall get the right cue. Then we shall be in touch with Toronto. I hope that next year we shall be able to ask you up to London."

Mr. Hazlett finished up with a song, "There is a Flower that Bloometh."

Mr. Smith, of Smith Bros., London, also referred to the difficulty experienced in trying to form an association in the "Forest City." He said there were not many plumbers in London, but there were enough to form an association.

The chairman here arose and invited the London delegation to meet him the following day with a view to devising means to assist the London plumbers in forming an association.

Mr. Hazlett: We would like to meet you and see what we can do.

John Aldrich, president of the Builders' Exchange, also spoke briefly.

Mr. Miller, of the James Robertson Co., said he wanted to take exception to the charge that plumbers overcharged. "The plumbers are just as moderate in their charges as the men of any other class." (Hear, hear.)

The toast, "The Plumbing Inspectors," followed, being replied to by Inspectors Kirk and Meadows.

"The Ladies" were responded to by Messrs. Meadows and Alcock.

The toast, "The Master Plumbers of Toronto," was proposed by Mr. MacArthur just as the clock indicated 2.15 a.m. The responder was President Burroughes. During the course of his remarks he declared there were more men in Toronto who had plumbers' licenses, who were not plumbers, than there were legitimate plumbers who had. He held that a man should not be allowed to have a license who could not pass a qualifying examination. It was proposed to seek amendments to the plumbing by-laws, and he expressed the opinion that membership in the association should be sufficient qualification for a plumbing license. "I intend," he said, in conclusion, "to do my best to lift this grand old trade up out of the mire of despondency into which it has fallen."

Mr. Fitzsimons, in reply to repeated calls, said that he hoped they would succeed in their efforts for the uplifting of the trade.

Mr. Thos. Cook, recording secretary, hoped they would see the trade in a better position in the future than in the past.

It was 2.30 a.m. when the last toast had been drunk, and "Auld Lang Syne" sung.

DROPS FROM THE EDITOR'S PEN.

Few dimes is the result of bad times.

The evil of speculation is that it sometimes induces speculation.

A sleepy town is often the result of possessing sleepy merchants.

Dear at any price is the clerk who sets no value upon the little things.

More property has been drowned in drink than was ever carried up in smoke.

Unsatisfactory surprises in business are frequently the fruit of immature surmises.

We have no particular antipathy to winter, but it is to be hoped we have seen its dying kick.

Unnecessary expense in the store, like a moldering branch on a tree, retards development.

Window dressing in its essence is to make people buy something which they did not know they wanted.

It is good to have fresh goods in the store, but it is bad to have "fresh" clerks therein: they spoil custom.

An expert salesman is one who can gauge the taste of a customer without looking at his or her tongue.

When a merchant courts trade it is with a view to making it his own for "richer" and not for "poorer."

Fate, like Old Lucifer, is often erroneously blamed for failures, when inaptitude for business is the cause.

He who is "crooked" in business is steering a straight course for the penitentiary or perdition. Perhaps both.

A merchant should be as ready to advertise his goods as is the common barn-yard fowl to cackle over her products.

The pedlar may be an itinerant merchant, but he appears to be a permanent thorn in the side of the average merchant.

Merchants who refuse to give clerks latitude for the exercise of their brains are sadly wanting in common sense themselves.

A sign should not be allowed to indicate decay more strongly than it does the character of the business and the name of the proprietor.

There is one good thing the bad parliamentarians at Ottawa are doing: they are compelling business men to turn from the

professional politician to the practical business man as a fit and proper person to devise and make the laws of the country.

The current of trade as well as the current of rivers changes, and merchants who are not always on the alert may find their trade carried away from them.

If spring courts the disapprobation of the business world she had better linger a little longer in the lap of a winter that has already passed its allotted age.

Care should be taken that the advertisement does not cast reflection on the goods it is designed to sell.

If the same energy was displayed in collecting accounts as there is in selling goods business men would be fatter and dead beats thinner than they are to-day.

Now that the Dominion Parliament has a little spare time on its hands it is to be hoped that it will utilize it in doing something for the business interests of the country.

Raising money on a mortgage is one thing and raising money to raise a mortgage is another. A fool can do the one, but it takes a wise man to do the other.

A little leak in business is sometimes more dangerous than a large one: because of its smallness it is unobserved, and being unobserved it flaws uninterruptedly.

In these days of ample facilities the merchant has no more excuse for slovenly windows than has a tramp, in these days of cheap soap, an excuse for a dirty face.

In the rush and turmoil of to-day business men have got to advertise, if for no other purpose than advising the public that they are still doing business at the same old stand.

The country will one of these days become so sick of rule by professional politicians that it will suddenly arise some general election morn and spew them out of its mouth.

A young man cannot learn the art of selling goods by devoting his time to loafing any more than can a tree be trained to grow straight by being planted where the north wind will strike it.

Whether he be good-looking or bad-looking, a merchant should always be able to create a good impression by his bills and business letters. As the art of doing this can be acquired, it should be studied.

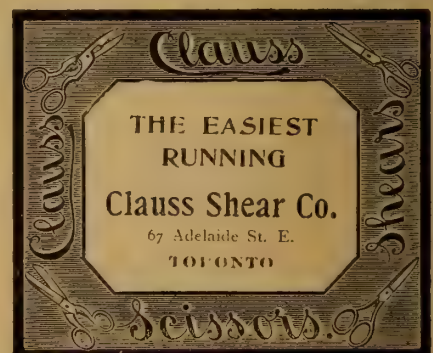
HOW PRICE CUTTING COMMENCES.

A JOBBER, according to Hardware and Stoves Reporter, gives the following somewhat terse account of the manner in which, in his opinion, price cutting by jobbers generally commences:

"A travelling man starts out on his route and finds business exceedingly dull. A man sitting in the office of the wholesale house employing him drops him a note, asking him why no orders are received. The traveler writes back the condition of things, but does not send any memoranda with it. He works conscientiously and hard, but the roads are bad, farmers are not getting their produce to market, and are unable to get to the town to buy what little they need and are ready to purchase. The merchants on the traveler's route still refuse to place orders in advance of actual requirements, although he dilates nobly on the trade that must soon materialize.

"More letters come from the man paid to do the 'punching up' for the house. More explanations and more fruitless efforts are made by the travelling man, with the sole result of additional letters, now of an exceptionally severe tone. Then he gets desperate, walks into a store where he is well known and says: 'Mr. —, my house tells me I must sell some goods, can't I take your order.' Something in the expression of the travelling man's face checks the refusal which was on the merchant's lips when he saw him coming, and a conference ensues with the final result of an order for goods, it is true, but at prices which startles the 'house' when it is received. A very strong interrogation point comes in the next letter, and the poor traveller writes back that he had to do it to meet prices made by another house. That is a clincher for his employers, and they have to grin and bear it. Inside of a week the prices made by that salesman are known within a radius of a hundred miles, and are met by the representatives of other houses.

"I have told you what many of the jobbers really believe to be the genesis of most of the demoralization of jobbers' prices that you hear so much about, but I leave it to you to determine whether the travelling man is altogether to blame, and whether if such an impossible state of affairs should exist as the transaction of business without the travelers, conditions would be different."



WHY JACOB ADDED BICYCLES.

FOR a hundred and fifty years the Trotlines, of Boston, have been in the hardware business, says a writer in N. Y. Hardware. From the day the first Jacob Trotline hung the immense gilt padlock over the door, down to the day of the present Jacob, there has been an unbroken succession from father to son.

Notwithstanding the prestige established, the business of the present proprietor is at a standstill—even worse; ugly rumors come to Jacob's ears, which drive him to his dingy office, where he buries himself for hours in old accounts.

Jacob Trotline is very conservative; when approached by traveling men who desire to introduce this or that novelty, he has but one reply. "My people," he will say, "have had this stand for a hundred and fifty years, and got along without your jimcracks, and so can I." Especially was he averse to the bicycle, and all pertaining to it; he accepted soberly the grotesque cuts of the bloomer woman, as produced in the comic papers, a liberal supply of which his friends or enemies never failed to provide. St. Valentine's day was too good an opportunity for the jokers to miss. The valentine Jacob received pictured Cupid riding a safety through the air, with the legend "Cupid up to Date." The jokers had added a very good likeness of Jacob, with wings, bow and arrow, labeled "Jacob Trotline out of date."

After receiving this valentine the motto "Out of Date" set him to thinking. That night he worked at his books alone, and it was after eleven when he closed the safe, turned down the gas, and, before putting on his overcoat, sat to warm his feet before the open grate, which still contained a few glowing coals. With the valentine in his hands, he gazed into the fire, and the traditions of his ancestors were strong upon him. Then the clock in the old church tower clanged out the first stroke of midnight. Immediately a rattling and a clanking as of iron bars from the rear of the old building caused Jacob to turn with a shudder. What he saw, or thought he saw, held him in horror and amazement.

Two feet from the old anvil, used in cutting iron, a white shadowy something appeared through the gloom, and took the semblance of a human skeleton. In phosphorescent letters across its brow glowed the legend "Out of date." At the second stroke the rattling was repeated, and another skeleton stood beside the first, and so on until the last quaver of the bell, when, side by side, around the anvil, twelve skeletons stood, each with a blacksmith's sledge held high in its bony hand. To add to the horror of this strange sight, Jacob thought he saw a change take place in the anvil as each skeleton appeared.

But it was only when the twelfth one took its place that Jacob's idea was confirmed.

Behind the Label

That's where you must go to get at the quality of paint. "Pure Ready Mixed Paint." What does that mean? In many instances it stands for Pure Benzine, Pure Barytes, and Pure Water. Some of the rankest paint we have ever seen was labeled "Pure Ready Mixed Paint." The higher sounding the title the poorer the paint as a rule. Some makers seem to put all the excellence in the name and label and leave it out of the paint.

Unfortunately, Pure, Warranted, Genuine, Superfine, High Grade, etc., etc., are names that have come to mean nothing in this business, unless it is to mislead people. This fact has done more to retard the sale of prepared paints for GOOD work than anything else.

The paints we make are called simply THE SHERWIN-WILLIAMS PAINT, and their good reputation has been established by their doing always what is claimed for them. Every package bears a guarantee that is lived up to.

Made in Canada by

The WALTER H. COTTINGHAM CO., Ltd.
MONTREAL.

The anvil had taken on his likeness. It was his own figure he saw in the centre of the standing circle of bones. At this moment the skeleton labeled "Out of date" swung its sledge high in the air as though to strike the likeness of Jacob, but the sledge seemed beyond its control, and instead of the skeleton swinging it, the sledge made the skeleton dance and rattle around the crouching figure, part anvil, part man. The man-anvil begged for mercy, promising the dancing skeleton to do anything and everything, even to adding a line of bicycles. This last promise caused the skeleton to jump higher, and the sledge came down with a ringing blow. Immediately "Out of date" fell apart with a click. The next skeleton to strike was "Poor Buying." This presented a most deformed appearance, with no skull, and bones for both legs on one side. The blow it struck, however, was a powerful one, making the fire fly as the sledge descended. Then in succession came "Just as Good," "Cut Prices," "Quantity five per cent.," "Neglect," "Dishonesty," "Deceit," "Uncleaness," "Hand-bill Advertising." Two of these were joined like the Siamese twins. Their names were "Credit" and "Slow Pay." Immediately following the last blow Jacob heard the "click" as before, then all was still.

The surprise of the good friends of Jacob Trotline was great indeed to see the workman taking down the old padlock. It was greater when they saw swinging in its place a bicycle. But this was not all. Plate glass replaced the small panes in the show window. The old stock was brought out and sold. His advertisements appeared in the papers, particular attention being called to the assertion that all goods and methods were "strictly up to date."

THE GREATEST COPPER MINE.

The Calumet and Hecla copper mine in the Lake Superior region is renowned the world over for the magnitude of its development and the achievements in the way of dividends paid to those who have invested in the shares of its capital stock, says an exchange. The mine has paid in dividends \$44,850,000, and the total amount of assessments is \$1,200,000. The value of the stock at the highest point touched in 1895 was \$33,000,000. During 1895 it paid four dividends of \$5 each, amounting to \$2,000,000, and on March 3, 1896, \$500,000 will be presented to its shareholders. In a recent account of this mine Iron Ore states that the average thickness of the vein is about sixteen feet. It is made up of water-worn pebbles of all sizes between which are angular rock fragments, the whole being cemented together by silica and calc. The copper occupies the places between these pebbles, and has replaced material that has decomposed. In point of richness this mine possesses some of the finest ground to be found anywhere, it yielding copper at the rate of from 3 to 15 per cent. An average of something like 4½ per cent. is obtained, which is remarkably good. There is great variance in the percentage held from one level to another. They have opened up many levels from which mining is being done, the work of development being well ahead, but they are taking the upper levels as fast as convenient, and are letting the hanging come down, for come down it will no matter what means are taken to support it, and then there is no use in keeping it up after the copper-bearing rock has been extracted. The heaviest timbers are crushed, as the hanging is loose and treacherous, and shows great weight soon after a level has been finished.

TRADE CHAT.

THE tender of McBeth Bros., of Strathroy, for the Lambton poor house, has been accepted, the tender for brick work being sublet by them to R. Corrick & Son.

The ropes of a first-class man-of-war cost about \$15,000.

Last year Hamilton spent \$279,070 in building operations.

Twenty-eight new rooms will be added to London schools at a cost of about \$48,000.

Shepherd Bros., St. Thomas, have received the order to furnish Mr. T. Coffey's new hotel at Niagara Falls.

The Canadian General Electric Co., of Peterboro, are erecting a new car shop to be 140 feet by 60 feet in width.

Some unknown men broke into the stables of the McClary Manufacturing Co., London, on Saturday night and cut the tails off three horses.

An explosion of nitro-glycerine at Petrolea wrecked Mr. Corey's factory and blew two of the employes, Messrs. John Owen and Wm. Huggard, to atoms.

Bowmanville is negotiating for a rubber manufacturing company, which will employ 50 hands. A bonus of \$8,000 and exemption from taxes for 15 years is asked.

New finds of antimony and barytes are reported from Hants County, N.S. A trial lot of the former shipped to New York brought \$48 per ton. The barytes is said to be of an exceptionally pure character.

The J. G. Brill Car Building Co., of Philadelphia, is looking for a location for a branch factory in Canada. It supplies street cars for several Canadian cities, and its object for seeking a location here is to hold this trade.

A device for freeing a runaway horse from the vehicle has been invented by a New England man. By moving a lever the shafts are released from the vehicle and the vehicle can be guided by the same lever until it stops.

The annual meeting of the Starr Manufacturing Co., Ltd., Halifax, was held the other day. At a meeting of the directors, held on the 11th inst., a dividend of 7 per cent. was declared upon the reduced capital stock of the company.

The debenture debt of the County of Middlesex is \$475,740. Essex County debenture debt in round figures is just \$900, and there was a good fat balance of several thousand dollars on hand to start 1896. Essex County is all right.

Early on Saturday fire broke out and almost destroyed the Chandler block, New-castle, causing a loss of \$25,000. Ten business places are burned out. This is the second disastrous fire for this town inside of two months. Insurance light.

In the iron and steel market of Germany business is still developing. It is said that

in Rhineland, Westphalia, there never was a time since 1871-3 when business was as brisk as now. Prices are also satisfactory. The demand for hoop iron, bar iron, plates and half manufactures is so great that the works cannot take orders for earlier delivery than three months.

For the second time in a month the wholesale hardware store of Messrs. Letang & Letang, St. Paul and St. Gabriel streets, Montreal, was entered by burglars the other night, and \$50 worth of stock removed. The safe was searched but without reward, as they were unable to find any money. Detective Cullen is investigating the matter.

Last week the McClary Manufacturing Co., of London, shipped a carload of stoves and other goods to the Yukon district of Alaska, the claim to which territory is disputed by Great Britain and the United States. The goods go to Twenty-Mile Creek, and will occupy between four or five months in reaching their destination. They have to travel 5,000 miles, and will go by C.P.R. to Vancouver, and to Alaska via a C.P.R. steamer. London manufacturers are bound to keep in the front rank.

Mr. Alexander Dick, civil engineer, of Halifax, has been at St. John's, Nfld., with a view of negotiating for the purchase of the mining claims held at Belle Isle by John Leddingham, Frank Morris, R. Roche, Topsail and other interested parties. The iron deposits at Belle Isle, for which these gentlemen have grants, extend over an area of five square miles, and James P. Howley, F.G.S., has made an official report on their value. It is expected satisfactory terms will be arranged.

The Boards of Directors from the Canadian and American sides of the Niagara Falls International Bridge met at Niagara Falls, N.Y., last week, and took under advisement contracts with the Grand Trunk Railway Co. of Canada to replace their present single railway suspension bridge with a new double track arch bridge of the spandril brace type, built for the heaviest traffic. The bridge and railway companies have been trying for two years to reach an agreement. Work on the bridge will probably be commenced this spring. This will be the last of suspension bridges in this locality.

A Toronto firm, Medlar & Arnott, Esplanade street, was the successful tenderer for the sand pump to be bought by the city. Their figures were \$13,527. The estimate of the Engineer was \$18,000. There were six tenders, which were opened at the meeting of the Board of Administration, at which Ald. McMurrich and Lamb were present. The figures of the other tenders were: \$14,200, \$15,394, \$15,850, \$16,875 and \$17,000. George Bertram and E. W. Polson were included in the list. The tender of \$400 by A. R. Williams, Toronto, for the stone crusher was accepted on the recommendation of Deputy-Engineer Rust.



NO SMOKE. GREAT RESULTS.
HIGH VELOCITIES
LOW PRESSURES
LONG RANGE
EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.
The Choice of Experts.
The Powder of Powders for a variable
Climate.

UNEQUALLED RECORDS.
TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
'43 " 872'72 " " "

Far in excess of any other Powder,
Nitro or Black.

Pattern 233.
Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD.

Dashwood House, New Broad Street, London,
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.



IN
STOCK

JOS. ELLIOT & SONS



Razors, Carvers, Butcher Knives, etc.

ALL WARRANTED.

GALVANIZED POULTRY NETTING AND STAPLES

Mesh, 1 inch, 30, 36 inches wide.
 " 1 1/2 inch, 24, 30, 36 inches wide.
 " 2 inch, 24, 36, 42, 60, 72 inches wide.

PROMPT
SHIPMENTS.

WHOLESALE
HARDWARE
MERCHANTS

H. S. HOWLAND, SONS & CO.

Graham Cut and Wire Nails are the Best.

TORONTO

THE DIFFERENT PRICES ON WIRE.

The difference of 25c. per pound in the base price of barbed wire in Ontario and Quebec, respectively, in the favor of the former province, is causing a lot of comment among the trade in the east.

They think that if the makers are consistent they should lower the Quebec basis also, and not allow the disproportion to be as marked as it is at present.

It may be all right for some of the manufacturers to contend that the depression in the States will work off, and that the decline is temporary, but in the meantime, jobbers in Ontario have the advantage when it comes to a question of close figuring on a sale.

The easterners consider that unfair as the former basis was previous to the last change, the recent alteration makes it worse.

GLOBE FILE COMPANY.

The Globe File Manufacturing Co., Port Hope, Ont., have just added to their extensive plant some new machinery of the latest designs, for manufacturing a full line of the celebrated Grobet Swiss pattern files, and are now in a position to supply these goods in any shape of the very finest cut, as used

by manufacturing jewelers, dentists, tool makers, bicycle manufacturers, etc., etc.

This company has made rapid progress during the past seven years, and their factory is equipped with the most improved machinery, which enables them to supply at the shortest notice files of the coarsest cut up to 20 inches long for railroad and machine work to the smallest fine cut needle files 2 inches in length and upwards. They can also supply a full line of horseshoe, wood, and cabinet rasps, all fully warranted equal to anything manufactured on this continent. Price lists, on application, to buyers who address W. Grose, St. Dizier street, Montreal, mentioning **HARDWARE AND METAL**.

AN ARBITRATION PROPOSITION.

Secretary Hadrill, of the Montreal Board of Trade, has received a communication from the London, Eng., Chamber of Arbitration that will be interesting to importers and exporters generally throughout the Dominion.

Owing to the good understanding that exists between traders in Canada and those in Great Britain the necessity for arbitra-

tion does not often arise. Still it is a necessity at times, and the London Chamber wishes to be useful in this connection.

After citing some of the cases which it has adjudicated, it suggests that the Board, if it is satisfied that matters are all right, advise its members that in the case of all contracts a clause be inserted providing that business difficulties which may arise shall be dealt with by the London Chamber of Arbitration.

A ST. JOHN DELEGATION.

St. John, N. B., is not going to be behind Halifax in the matter of securing attention to her merits as a winter port. On Tuesday last Montreal was visited by a large delegation from the lumber city who came up to confer with the Executive of the two big railway companies and make representations to them.

Mayor Geo. Robinson headed the delegation, which was composed of Aldermen Wm. Christie, Thos. Mudge, J. M. McRobie, Jno. McGoldrick, S. E. Blizzard and D. J. M. Campbell, also H. P. Timmerman, and J. A. Christie and J. Douglas Hagen, M. P.'s.

Besides waiting on the railway people the gentlemen paid a visit to the Board of Trade.

English Boat Varnish

For Canoes, Racing Shells and general outside use.

NONE BETTER MADE.



BICYCLE ENAMELS
And VARNISHES,
PARIS GREEN,
BUG KILLER and
SULPHATE OF COPPER

We want 200 lbs. Beeswax
Have you any to offer ?

SANDERSON PEARCY & CO.
61, 63 and 65
Adelaide St. West Toronto

24TH ANNUAL REPORT
OF THE
CONFEDERATION LIFE ASSOCIATION

A PROSPEROUS YEAR.

AN INCREASED VOLUME OF NEW BUSINESS
WRITTEN—A VERY FAVORABLE DEATH
RATE—A REDUCED EXPENSE RATE—
INCREASES IN ASSETS, INCOME AND
SURPLUS.

THE annual meeting of the Confederation Life Association was held at the Head Office of the Company, Yonge, Richmond and Victoria streets, Toronto, on Tuesday, the 17th inst., at the hour of 3 p.m. There was a good attendance of policyholders, shareholders and members of the agency staff.

On motion, the Hon. Sir W. P. Howland, C.B., K.C.M.G., was called to the chair, and Mr. J. K. Macdonald, Managing Director, appointed secretary of the meeting.

The Report and Financial Statements relating to the business of the company for the year 1895 were submitted as follows :

REPORT.

During the past year the Directors have had under consideration 2,540 applications for insurance to the amount of \$3,736,150. This includes five applications for \$8,000, which were deferred at the close of 1894, 2,389 for \$3,474,150 were approved, while 134 for \$230,000 were declined, not being up to the standard ; and 17 for \$32,000 were incomplete at the close of the register and were deferred. Adding to the above issue the revived policies of previous years, which had been written off, and the bonus additions, the total issue for 1895 was 2,421 policies for \$3,544,920. The total business on the books at the close of the year was \$26,611,718, under 17,590 policies on 15,413 lives. From this it will be seen that, though the year was quite unfavorable for the life insurance business and many companies fell behind in the volume of new business as compared with the previous year, and while the total insurance written by all the companies for the year is a good deal less, we have been able to maintain an equal volume with a lesser expenditure by several thousand dollars than in 1894.

The claims by death were 107, calling for \$171,847 under 121 policies. In view of the amount at risk, it will be observed that the death-rate was very favorable, a fact which bears continued strong testimony to the care exercised in the admission of only good, healthy lives.

The Financial Statements which form part of the report will be found to furnish full information regarding the position of the Association.

The past year, on account of the continued and intensified commercial depression, called for more than usual care in conducting a business such as ours, combining in-

surance and investment ; it cannot, therefore, fail to be a source of gratification to our policyholders and shareholders to observe the very substantial advances made in all those features which indicate real progress and careful management. Some of these are :

1st—Maintaining an equal volume of new business and carrying on the old with a total expenditure over four thousand dollars less than in 1894.

2nd—Increased income.

3rd—Increased assets.

4th—Increased surplus, notwithstanding the payment to policyholders during the year of over \$87,000 in profits.

These facts will prove the wisdom of the policy pursued by your Directors and Management to secure a fair volume of business at a fair cost. The business has been sought for on strictly business principles, and means unfortunately too frequently used to procure applications, such as rebates, are strictly prohibited.

The report of the Auditors, who have continued to give regular and careful attention to their duties, will be found appended to the report.

It is a source of deep regret that we have to announce the death, since the completion of the audit for the past year, of Mr. William E. Watson, F.C.A., who has intelligently and faithfully discharged the duties of joint auditor for a period of six years.

Your Directors are pleased to report that the office and field staff continue to discharge their respective duties in a zealous and efficient manner.

All the Directors retire, but are eligible for re-election.

W. P. HOWLAND, President.

J. K. MACDONALD, Man. Director.

FINANCIAL STATEMENT.

Receipts.....\$1,062,642 02

DISBURSEMENTS.

To Policyholders.

Death Claims.....\$165,879 17
Endowment Claims 75,441 00
Annuities 4,905 40
Surrendered Policies.... 63,650 11
Dividends 87,195 19

Expenses, Commissions, etc \$ 397,073 07
Dividends to Stockholders 196,281 30
Balance 15,138 60
Balance 454,148 85

\$1,062,642 02

BALANCE SHEET.

Total Assets.....\$5,324,438 89
Total Liabilities 4,990,184 86

Cash surplus above all Liabilities.....\$ 334,254 03
Capital Stock 1,000,000 00

Total surplus security for Policyholders.... \$1,334,254 03
J. K. MACDONALD,
Managing Director.

AUDITORS' REPORT.

We beg to report that we have completed the audit of the books of the Association for

the year ending December 31st, 1895, and have examined the vouchers connected therewith, and certify that the financial statements agree with the books and are correct.

The securities represented in the assets (with the exception of those lodged with the Dominion Government, amounting to \$84,500, and those deposited with the Government of Newfoundland, amounting to \$25,000) have been examined and compared with the books of the Association and are correct and correspond with the schedules and ledgers.

The bank balances and cash are certified as correct.

W. R. HARRIS,

WM. E. WATSON, F.C.A.,

Auditors.

Toronto, February 27th, 1896.

The retiring Board of Directors were all re-elected, and a meeting of the new Board was held immediately after the annual meeting adjourned. Sir W. P. Howland, C.B., K.C.M.G., was re-elected President, and Messrs. Edward Hooper and W. H. Beatty, Vice-Presidents.

MAKING OF GALVANIZED SHEETS.

In an article on this subject A. Frank discusses the destruction of zinc sheets in the bath. He arrives at the following conclusions: The cause of the corrosion of the sheets is to be found in the injury which they sustain by being bent and hammered, and possibly in defective zincing. The corrosion itself must be led back to the circumstance that galvanic currents are produced between zinc and iron by the agency of a solution of sulphate of lime. This will always happen where the sheets are zinced from the water side, as an injury to the coat is almost unavoidable in the mechanical handling of the sheets. It is, therefore, advisable in the first place to abandon zinced sheets altogether and use copper in its stead, with which such occurrences of galvanic nature cannot happen. If zinced sheets are to be kept in use, it is advisable to zinc the carefully cleaned sheets not until they have been bent or the cylinder has been formed, or to zinc the sheets ; zinced in the fire, again in the galvanic way after they have been bent and otherwise worked, in order to coat all the iron parts which may have become exposed.

WIRE NAILS
WIRE - TACKS

Ontario Tack Co.
HAMILTON

Sand Screen Cloth

SAND SCREENS . . .
MASON HAND SCIVES

For Stonemasons, Bricklayers and Plasterers.

WRITE FOR CATALOGUE AND PRICE LIST.

Manufactured by

THE B. GREENING WIRE CO., - HAMILTON, ONT.

TO FIX CARRIAGE BOLTS.

HARDWARE AND METAL has been informed that it is expected that in course of the next few days a new list of prices on carriage bolts will be arranged by the Canadian manufacturers.

Our informant declared there would be an advance, and a considerable one at that. "The makers in this country," he said, "will only be following the makers in the United States if they put their prices up 20 to 25 per cent."

HARDWARE AND METAL was further informed that an arrangement had been arrived at between the manufacturers in the United States and Canada whereby the one would not interfere with the other's territory.

CEMENT WORKS IN GERMANY.

There are some 63 cement works in the whole of Germany. The Rhine is the principal centre for this manufacture, but in the neighborhood of Hamburg there are three or four in operation for the production of the article. The annual production of Germany amounts to nearly 11,000,000 barrels, giving employment to some 1,800 hands, whose annual earnings amount to some £698,780.

The largest customers for this article in Europe are Russia and Norway, and of transatlantic countries, the United States, Brazil, Chili and Venezuela. The exportation to Great Britain and British possessions is comparatively small. The following table gives approximately the quantity and value exported to European and other countries:—

Country.	Cwts.	£
Norway	58,500	6,700
Russia	34,353	2,900
United States	1,386,872	168,000
Brazil	446,340	40,200
Chili	131,000	13,000
Venezuela	103,000	9,800

HOW TO LIGHT STORE WINDOWS.

In lighting store windows the aim should be to throw the light on the goods, says an exchange. The old way of having a chandelier with one or two lights in the centre of the window did not meet this requirement. Two lamps, if lamps are used, placed in the corner of the window with reflectors behind them, will produce much better results. Gas can also be arranged in the same position. Of course, by far the best results can be secured from incandescent lights.

WHY HEAVIER RAILS ARE WANTED.

An English exchange states that a matter of importance to all steel manufacturers and engineers is dealt with in the report of Major Marindin to the Board of Trade upon the accident which occurred last November at St. Neot's station on the Great Northern Railway. Major Marindin says he has no hesitation in attributing the accident to the breaking of the southernmost of the two broken rails during the passage of the train, and he believes that the first fracture was caused by the engine, no blame resting upon any of the servants of the company. The report gives the results of a careful examination of the rail, on which the microscope divulged a number of minute flaws. It was found impossible to state exactly how many years the rail had been in use, but it was shown that the weight of the rail had been reduced from its original weight of 80 pounds a yard to 70 pounds. Major Marindin considers that on a line run over by engines of the greatly increased weight now employed, the company should increase the weight of their standard rails for main lines, now 84 pounds, to at least 90 pounds a yard, and replace by new rails all the old 80-pound rails on the main line where much worn. It is more than probable that this will be done in the future to a larger extent than hitherto.

We Don't Misrepresent Our Bicycles

You will find them in appearance and durability to be just as we claim. We only handle honestly made and reliable wheels, in which each detail is perfected with the utmost precision of mechanical skill. And yet we have a large variety of styles at different prices. You can't fail to choose one that will please you, and you will still be pleased at the end of the season, for our guarantee goes with each wheel.

SEND FOR OUR CATALOGUE FOR FULL DETAILS ABOUT STYLES AND PRICES
WE WANT AGENTS EVERYWHERE . . .

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

GATHERING IN THE GLEANINGS.

A LEAKAGE in the revenue, in some establishments of considerable size, exists through the credit system, says a writer in *Hardwareman*. Various amounts, from time to time, swell the number of bad or doubtful debts. And in the majority, perhaps, of instances no particular systematic effort is made to gather in the gleanings. And yet, may be, were the matter taken in hand, it might lead to a regaining of old customers, who, though now ashamed to pass the door, are not of sufficient courage to say, "I owe you money, this long time, and have come to pay." Cases have come under my own knowledge where old outstanding accounts having been tendered have led to a renewal of trade, although prior to their being tendered the debtors were not seen in the street from one year to the other. Others, may be, are unable altogether to pay, circumstances having deprived them of their breadwinners; but there is another class who live up to the full amount of their income, be it great or small, and give small heed to outstanding debts until forced to do so. A few main points to follow may be an aid to recover some of the old accounts, and, by a frank explanation, bring back some of the—that were—customers, whose trade, though small, helps to make one's balance fall on the right side.

1.—A list of all old accounts—both bad and doubtful, with last known addresses, should be made out, and also a statement of delivery to each.

2.—The bills to be served, if possible, by one of years, who shall explain that their attention to the little amount will oblige, and that their future patronage will be esteemed. He should also, in the cases where the address is incorrect endeavor, through the neighbors, to trace the present address.

3.—Remarks relating to each, i.e., promises of payment, objections to correctness of accounts, &c., should be noted.

4.—A second demand should be made in a fortnight or month on the unpaid ones, with the warning that your intention is to hand a portion of the accounts over to a debt collector, but that you are desirous of withholding that particular account of the person addressed if he comes to an arrangement as to payment, which, even in small instalments, would be accepted.

5.—After, say, several attempts, a list of those whom you find will not pay ought to be made out with present addresses, or last known addresses. Tenders from debt col-

lectors should then be invited for the whole list. And should there be a number whose present addresses are not known, the best offer of the collectors should be accepted—otherwise it may be a loss to try and trace them, without mentioning the time and court fees afterwards required.

THE SHOP KICKER.

In shops, the man who is "always kicking about something" soon loses what popularity he may have had, and is apt also to lose his job; and yet even kickers have their uses. It is a mere truism to say that most improvements are made as a result, not merely of some one seeing that there is room for improvement, but insisting that such im-

by the dirty, black walls and ceiling, would permit him to do any really good or close work. Finally, the kicker comes along, and kicks—actually asserts that there should be such things as benzine, cotton waste, and soap and water and brooms in a machine shop, and that a man leaving a lathe or a drill press after doing a job upon it, should leave it in decent condition for the next man; that there should be a general wiping up of machines once a week. He keeps up the kicking about this until possibly he stimulates one or two others to feebly join him, and finally there is an improvement which very much increases the efficiency of that shop and the profits of its proprietors, as well as the comfort and self-respect of the men

who work in it; but by that time the kicker has usually become recognized as a "chronic," and is "sacked," his beneficent influence, however, remaining as a permanent fixture.

There are different ways of kicking. A man may kick skilfully and to some purpose without injuring himself; or on the other hand, he can kick in such a manner, or at such a time, or under such circumstance, as to produce no other result than his own discomfiture. And, again, there are shops in which no kick can possibly do any good, and in which the only perceptible result of a kick is to react upon the kicker. Sometimes a vigorous kicker is in reality a valuable acquisition to a shop, and before deciding what to do with one it is wise to first carefully consider whether there is just cause for kicking, and if so, whether or not the removal of that cause will not make the non-kickers also better satisfied, and tend towards increased profits in the business. There is some use which can be made of everything and everybody and the kicker is not by any means an exception.—*American Machinist*.



THE GOLF HABIT.

Servant—"Goodness, sir, haven't you forgotten something?"
Jones—"Of course not, Susan. Oh, by jove, yes, my trousers."

provement should be made, and this is usually called kicking. From the most important public questions to small matters of shop management, there are kickers and kickers, some who kick with insufficient reason, and others whose kicking is really almost the principal cause of discussion, progress, and improvement.

A machine shop goes along for years without an effort to keep things decently clean. The tools become buried in accumulated strata of oil and dirt until it becomes an utter impossibility for a workman to use them and retain the sense of touch needed to properly handle tools and get good work out of them, even if the limited amount of light struggling through the dirty windows, and not absorbed

IRON ORE PRICES FIXED IN OHIO.

At a meeting of the leading Bessemer and Messaba iron ore miners, held in Cleveland on the 21st inst., it was decided to establish a universal price of \$4 a ton for Bessemer standard, and \$3.40 to \$3.75 for Messaba ores. An ironclad agreement was entered into and signed by every firm represented. It was also decided to curtail the shipments of these two grades of ore about two million tons during the coming season. This is a big surprise to vessel owners, as an increase in shipments was expected. L. C. Hanna explained this action was taken because of the demoralised condition of the market.

A PROSPEROUS PICTON HARDWARE FIRM.

IN THE big hardware business of Carter Bros., Picton possesses an establishment which is not only a great credit to the energetic and enterprising firm of owners, but also to the large district from which it draws its trade. Such an establishment is valuable to the town, not only on account of its own trade, but on account of the trade so important and popular an emporium is instrumental in attracting to our borders.

In the first instance, an ambitious hardware, tinware, stove, steam-fitting and plumbing business, the extent of the many branches in these kindred lines and the completeness of the equipment therein, is enough to bewilder an ordinary visitor.

The firm caters to the wants of the public, briefly stated, in the various lines of shelf hardware, including cutlery in its many branches; builders' hardware, including everything requisite in this line; carpenters and harvest tools, shovels, spades, etc.; wire fencing; a vast assortment of stoves, tinware and house furnishings; a rarely equipped department in steam-fitting, and plumbers' and engineers' supplies, etc.

The large building devoted to this beehive of industry is situated in the very heart of the leading business centre of Picton, having in closest proximity the leading depots of Picton trade.

The front store is 28 x 88 feet. It is de-

voted principally to general hardware and a large assortment of stoves and tinware. An apartment 28 x 28 feet is occupied by stoves, building paper and glass, enough to satisfy any demands in these lines. Adjoining this is a room 8 x 28 feet, devoted to the accommodation of nails. In the rear of this, there is the oil room, 28 x 20 feet. On tap in this room are lard oil, seal oil, heavy engine oil, cylinder oil, black machine oil, lardine, boiled oil, raw oil and coal oil. The appliances for storing and handling the barrels are of approved labor-saving design.

The tinsmith and plumbing department is an establishment in itself, and is an especially prominent feature of this business, occupying an apartment 28 x 43 feet. It is equipped with practical and labor-saving machinery. There are complete machinery and tools for tapping the water works mains. Then there is a machine very rarely found in a town of the size of Picton, a pipe cutting machine for pipe from $\frac{1}{4}$ to 3 inches; and there are also the regular hand stocks and dies. There is also a ponderous rolling machine for rolling out heavy smoke stack material. The latest and best tinsmiths' machinery is also found in this apartment.

Then there is a pipe-room 26 x 11 feet for storage of all sizes of steam pipes from $\frac{1}{2}$ to 4 inches; a storage room for old stoves 36 x 25 feet; an apartment for cheese vats and furnaces, 14 x 40 feet. In this department the firm have very special faci-

ties and ability for the manufacture of cheese vats and the installation of the most approved boilers and cheese factory fittings; and they also carry a full stock of rennet extract, cheese coloring, bandage, etc. Another room, 12 x 40 feet, is for stoves, surplus glass and drainage tile.

The staff of gentlemen who look after this big establishment are all workers "from the word go," and are thoroughly trained in all the details of their various lines. The head of the firm, Mr. W. J. Carter, is known by everybody as a thorough mechanic of long experience, a practically posted business man, and a courteous salesman. The junior partner, John G., a younger brother of the head of the firm, is a chip off the same block. Mr. C. W. Marrison, formerly with McKelvey & Birch, of Kingston, is a specialist in plumbing and hot water fitting. In the tinsmithing department, Messrs. Jas. Powers and John Jamieson hold efficient sway, and give the best of satisfaction. Mr. F. W. Martin, for many years a familiar feature of the Picton hardware trade, and one of our town fathers, attends to the duties of salesman and bookkeeper, while Mr. W. J. Illsey is his able and popular assistant.

The name of Carter has been associated with the hardware business in this town for the past 40 years, and from present appearances is more vigorous than ever. The present firm has great facilities in various lines, and customers will find them ambitious to keep up-to-date in every respect.—Times, Picton.

Screen Doors . . . Screen Windows (Adjustable)



The door we are handling this season is $\frac{7}{8}$ -inch thick, 3 panel, walnut-stained. The adjustment of the window screens is simple, perfect and reliable. The wings are operated by coil springs, and are made adjustable by means of steel rods screwed into them which also prevent them from warping and splitting. The frames are made of hardwood, finished natural color, oiled. We will be pleased to quote prices on application.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

. . . TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, March 27, 1896.

HARDWARE.

THE iron and hardware market has moved along with nothing striking except the decline in the Ontario price of barbed wire. This decline makes a great disparity between the Ontario basis and that in other portions of the Dominion. The difference is so great that it is causing considerable comment among dealers here, so much so that it would be only consistent if the makers lowered the Quebec basis more on a parity with that ruling in Ontario. No other facts of importance have arisen during the week, and, with the exception of green wire cloth for future shipment, no line of goods exhibits any marked activity. Payments are not satisfactory.

WIRE—The week has been a quiet one in wire and prices remain as they were. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—The decline in the Ontario basis for barbed wire has already been noted. It makes quite a difference in favor of the buyers in that province, and the fact is causing some comment here. We quote as follows: Barb, \$3.12½ per 100 lbs.; plain twist \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

WIRE NAILS—It has been a quiet week in wire nails so far as Ontario orders are concerned, but quite a few have been received

from Manitoba and the Northwest. Discounts are 75 f.o.b. Montreal, and 70 and 12½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs.

CUT NAILS—These goods are in precisely the same position as the ones just mentioned. Ontario orders are small, and Quebec buyers are not urgent, but some good orders have been booked west of Lake Superior. We quote \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs., car lots 10c. rebate.

HORSE NAILS—Trade is much as it was a week ago, only a fair business moving. Discounts are 55 off.

HORSESHOES—Business quiet. We quote: Iron, \$3.50; steel, \$4.75 to \$5.75, as to brand.

TACKS—Remain without feature.

SCREWS—The same as they were. Discounts: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—Business continues quiet, and discounts work around 12½ per cent. for jobbing sales here.

COPPER RIVETS—Discounts are 50 per cent., and business is of a quiet character.

CARRIAGE BOLTS—These are enquired for in a moderate way, with discounts unchanged at 60 per cent. f.o.b. Montreal, Toronto and Hamilton.

ROPE—There is very little activity to note in this line, and we quote: Sisal, 6¼c. for 7-16 and upwards, and 9c. for manilla.

BELTING—A few orders are moving, but there is no activity. Discounts: 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—There is a fair seasonable trade passing.

CHAIN—Cow ties and coil chain are not as brisk as they were a fortnight ago.

SPORTING GOODS—Nothing to report of any kind.

WIRE CLOTH—There is quite a demand for this for future shipment from all sections. We quote \$1.50 to \$1.60.

PLUMBERS' SUPPLIES—There is a steady movement of an improving character in these goods.

CLOTHES WRINGERS—Quite a few of these have been taken at steady prices.

CHURNS—There is a fair enquiry for these on forward account. The discount is 70 per cent.

TOOLS—Draining and fencing tools are still being ordered in fair quantities. Other descriptions show little or no animation.

BUILDING PAPER—Quiet and without change. We quote: Plain, 50c.; tarred lining, 60c., and tarred felt, \$1.60.

WARE—Household utensils are fairly enquired for both in tin, granite, enamelled and plain iron ware.

MILK CAN FURNISHINGS—Business is dull and discounts are unchanged.

PLASTER PARIS—Quiet with prices unchanged.

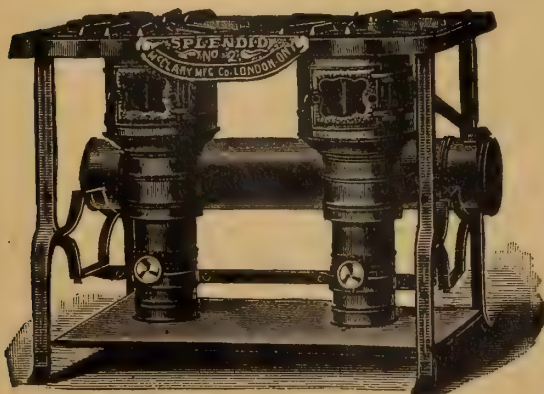
CEMENT—Cable advices continue firm, but there is no change in spot quotations. We quote: English, \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Firm and unchanged, at \$17 to \$21 per 1,000, as to brand.

METALS.

There is no striking change yet in heavy iron and metals, which are quiet in all leading lines, buyers showing no hurry either for importation or otherwise.

PIG IRON—There is no activity in pig, which rules very quiet. We quote Summer-



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

(Send for 1896 Catalogue)

MONTREAL



**Three
Things
YOU
ought to
Handle
NOW.**

The . .
"Scientific"

**TOP DRESSING
FURNITURE POLISH
ENAMEL PAINTS**

All **A1 Goods** and put up in neat selling packages.
You can order through any wholesale house here.

SCIENTIFIC VARNISH MFG. CO.
103 Queen St. East, TORONTO



DR. LEAVITT'S

**New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

There is a "best" in everything.

BUY-CYCLES

but do it carefully.
There are many GOOD wheels—there are some better than others. . .
There is one best



THE STEARNS

The Yellow Fellow.
Consult your interests by reading our catalogue; it tells many truths about bicycles. Its free.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

lee and equal brands of Scotch, \$20 to \$21, and Ferrona, \$17 to \$17.50.

BAR IRON—There is little activity to note in bar iron. Makers note a few carload lots at concession, but the jobbing demand is slow, and prices easy, at \$1.55 to \$1.60.

SHEET STEEL—There is no activity to note in this line, which we quote on the basis of \$2.75 per 100 lbs. 8 to 16 gauge.

SHEET IRON—Trade is of a very quiet character. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25; 22 to 24 gauge, \$2.30.

TINNED IRON—Business is quiet and prices steady at \$5.75 per 100 lbs. up to 20 gauge.

HOOPS AND BANDS—There has been some enquiry for these and we quote \$2.25.

PIG LEAD—Quiet and unchanged at \$3.25 to \$3.50.

LEAD PIPE—Business small and prices unchanged at 7 to 7½c., with 30 per cent. off list.

GALVANIZED IRON—Trade continues of a fair character and prices are unchanged at \$4.50 to \$5.50, as to grade.

INGOT TIN—Fair jobbing orders for small lots have been noted at 16½ to 17c.

INGOT COPPER—Business is quiet and prices unchanged at 11c.

SHEET COPPER—No change to report, prices ranging from 15½ to 25c., as to grade.

IRON PIPE—Discounts are still unsettled as to range, varying from 65 off to 70 and 10, according to the quantity, etc.

CANADA PLATES—Business is quiet, but the feeling is fairly steady on the whole at \$2.25.

TIN PLATES—Some high grades of these sell above our quotations, but ordinary brands are offering at \$2.75, while charcoal are steady at \$3.25 to \$3.65.

TERNE PLATES—Rule quiet and steady as before at \$5.75 to \$6.25, as to brand.

SOLDER—No change to report from 11½ to 13c., last week's basis.

SHEET ZINC—Unchanged, with little activity, at 4½ to 5c.

SPELTER—Dull but steady at \$4.50.

ANTIMONY—Business is quiet and the price unchanged at 10c.

GLASS.

There is no change in this market, which continues quiet. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The week has been a very quiet one, partly owing to the snowstorm and the interruption of travelers' movements. Prices remain without alteration, the only cable advices reported being an advance in litharge.

Dross

**BOUGHT OR
REFINED.**

Stereotype or Tin

MY SPECIALTY.

**W. G. HARRIS, 25 to 31 William street
TORONTO**

Get
a

"Dayton"

if you want
the
easiest
running
wheel
in
Canada—

Finest Finish.

We have also cheaper wheels,—in fact, can meet any requirements in the wheel line.

J. & J. Taylor

TORONTO SAFE WORKS

Tel.
1729

WHITE LEAD—Quiet but firm as follows : Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

RED LEAD—Will likely be marked up owing to scarcity, meanwhile last week's figures can be repeated as follows: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

LITHARGE—Reported higher from abroad. Flake, in original packages, 4½c.; ground, 4¾c.

PARIS GREEN—Nothing doing and quotations unaltered. We quote : Casks, 13½c.; drums, 14½c., and packets, 15½c.

GLUE—Firm at the advance reported last week.

LINSEED OIL—Unchanged. We quote : One to four barrels, 54c., raw; 57c., boiled; five to ten barrels, 53c., raw, 56c., boiled.

TURPENTINE—Steady, at 45c. less 3 per cent. 30 days.

RESINS—Quiet and steady. We quote : Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The chemical market is without change. We quote : Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business has been fairly active and prices unchanged. We quote : Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Continue firm and unchanged. We quote : No. 1, 6c.; No. 2, 5c., and No. 3, 4c. Calfskins, 7c. for No. 1, and 5c. for No. 2. Lambskins, 90c.

ASHES.

There is no change in ashes, which are as follows : First pots, \$3.50; seconds, \$3.25 to \$3.30, and pearls, \$5.

MONTREAL NOTES.

Robert Boker, jr., the grandson of H. Boker, the well-known cutlery and steel manufacturer of Germany, is putting in a period with Dorken Bros., McGill street, the

firm's Canadian agents, for the purpose of getting acquainted with the Canadian trade.

Mr. Walter Grose, of Montreal, has purchased the plant of the Dominion Lamp Co., of that city, and will remove a portion of the machinery to the factory of the Ontario Lantern Co., which will be used in connection with the manufacturing of lamp burners. They will also manufacture the Royal Safety Lift lantern, and other lines recently made and controlled by the late Dominion company.

Caverhill, Learmont & Co., Montreal, report an increasing demand for the Cavalier and Pelham wheels. They have just issued a tasty little illustrated catalogue, which buyers can have by addressing the firm at their St. Peter street offices and mentioning **HARDWARE AND METAL.**

ONTARIO MARKETS.

TORONTO, Mar. 27, 1896.

HARDWARE.

THE hardware trade, like every other trade, has this week got to mourn over a diminished trade on account of the snow blockade of the latter part of last week. Some of the travelers were snow bound for three days, not getting into the houses till Monday. The week has been uneventful otherwise. Fence and barb wire, if anything, are in a little better demand, but orders are small. Brass and copper wire, on the other hand, is active. Copper rivets continue in good demand, and the same may be said regarding carriage bolts. An improved trade is to be noted in rope. A good business is reported in churns. In spades and shovels, a brisk trade is reported. Tinware continues to go out in good proportions. The most unsatisfactory feature of trade is still the slowness of payments.

FENCE WIRE—An improvement is to be noted in fence wire, but it is only small. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—There was slight improvement, but very few orders are being received except on Northwest account. We quote as follows: Barb wire, \$2.87½, plain twist \$2.87½ per 100 lbs.; staples \$2.87½. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

BRASS AND COPPER WIRE—There is a good demand for small lots. Discounts are unchanged at 12½ to 15 per cent.

WIRE NAILS—There is not much business passing. Discount 70 and 12½ per cent.; delivery made on 10-keg lots to points where the rate does not exceed 25c. per 100 lbs.

CUT NAILS—Business is still dull. We quote : Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been no recovery from the recent decline in trade. Discount is unchanged at 55 per cent.

HORSESHOES—Business remains dull. We quote f.o.b. Toronto : Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

COPPER RIVETS—The activity noted in former issues has been maintained. Discount 50 per cent.

CARRIAGE BOLTS—The demand is still good, although prices are somewhat unsettled. The discounts vary from 60 to 60 and 10 per cent.

ROPE—Trade is improving nicely in both sisal and manilla. Quite a number of orders have been received for the latter. Russian deepsea line, halyards, cotton rope and plough lines are all in good demand. We quote : Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts : Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

TACKS—Trade continues quiet and featureless.

CUTLERY—A fairly good trade is reported in cutlery.

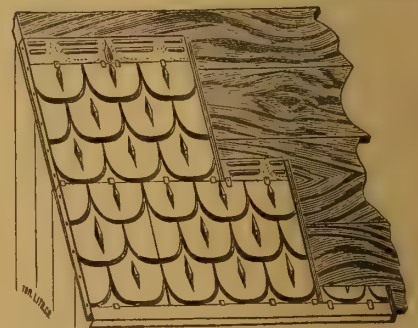
SPORTING GOODS—There is no improvement to note yet.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Jobbers have now received their stock, but not many shipments will be made before April 15.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

COIL CHAIN—Trade is still fairly good. One jobbing house reports that it has received orders for 10,000 feet of $\frac{5}{8}$ and $\frac{3}{4}$ -inch Pittsburgh chain.

PLUMBERS' SUPPLIES—Trade is beginning to pick up, but there is still plenty of room for improvement.

SCREWS—Quiet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

CLOTHES WRINGERS—There has been a fair demand, although quantities wanted are not as large as is usual at this time of the year. Prices rule at \$26.50 to \$27.

CHURNS—Trade continues active. A large number of shipments are being made from factory as well as from stock. A good many orders have been booked for shipment next month. The discount is 70 and 5 per cent. and not 75 and 5 as erroneously stated in last week's issue; from stock the discount is 70 per cent.

TOOLS—Spades and shovels are going out in large quantities, and some difficulty is experienced in supplying the demand. Harvest tools are perhaps not moving as freely as is usual at this time.

BUILDING PAPER—Trade is still quiet. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Continues in light demand. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE, ETC.—Good-sized orders are being received daily for both tinware and graniteware.

MILK CAN TRIMMINGS—Most of the orders booked have gone forward, but quantities are much smaller than last year.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

The metal trade generally continues much the same as a week ago, fairly good for the season.

PIG IRON—We hear of transactions in 100 to 150 ton lots of Southern iron at \$17 for No. 2, and \$17.50 for No. 1, laid down in Toronto. Sample lots of Hamilton iron are selling at \$16.50 for No. 3 foundry, and \$17 for No. 2 ditto.

BAR IRON—Orders are still coming in freely, and jobbers are finding it difficult

TRADE "COALITE" MARK

REGISTERED

The new Anti-Corrosive Preservative for Metal. Resists acids and gases. Supplied in packages of from one to forty gallons, mixed ready for use. Try a sample gallon.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

to get their orders completed by the manufacturers. We quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—The improvement noted last week has been maintained. Prices are being held at \$2.30 to \$2.35, according to quantity.

SHEET STEEL—Is still in good demand, the "Dead Flat" being especially so, in the lighter gauges of which there is a scarcity. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The demand is not quite as good as it was last week. Fair quantities, however, are still moving. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Enquiries have been more numerous than for some time, but they are nearly altogether for small quantities. Very few case lots are moving. Prices remain as before: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7¼c. per lb.

LEAD PIPE—A slight improvement in the demand is to be noted. Windsor has been made one of the delivery points. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—A slight improvement is to be noted, but quantities going out are small. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—The market is a little easier for import. From stock no quotable change has yet been made. Trade is fairly good, although not many case lots are being called for at the moment. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT COPPER—A further increase in the demand is reported, and prices are unchanged at 11½ to 12c.

INGOT TIN—A good many orders are being received for small lots at 16½ to 17c.

SHEATHING COPPER—Outside braziers', 72 x 48 and roofing, 72 x 30, very little is doing. In the exceptions orders are small. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—A few good orders have been booked during the week, but in general the orders are light. We quote: English, ¼, ¾ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent.; American pipe, 2½ inch and larger, 65 to 67½ per cent.

RANGE BOILERS—The demand continues moderate. We quote: Domestic galvan. 2d, 30 gal. \$6; 35 gal., \$7; 40 gal., \$8; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9.25; copper, \$16.20 to \$20, according to size.

CANADA PLATES—Trade continues quiet and prices unchanged. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—The demand for both charcoal and coke is good in all sizes. Prices for ordinary quantities remain much the same as a week ago, but quotations can be shaded on round lots. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE AND FITTINGS—Continue quiet. Discount is unchanged at 60 per cent.

SHEET BRASS—Trade is even better than it was a week ago. Discounts vary from 25 to 27½ per cent.

TERNE PLATES—A number of enquiries have been received during the week, both for "I.C." and "I.X." but not much business has resulted therefrom.

SOLDER—Trade is fair. We quote: 12½ to 13c. for half and half, and 11½ to 12c. for standard.

SHEET ZINC—There is a fair trade doing and prices are firmer, having advanced 12½c. per 100 lbs. in the outside markets. Locally we quote as before, namely: 4¼c. for cask lots; and 5c. for smaller lots.

ZINC SPELTER—The slight improvement

noted last week appears to have been maintained. We quote: Domestic, 4c.; imported, 4 $\frac{3}{8}$ c.

ANTIMONY—Trade is moderate and prices unchanged. We quote: Cookson's, 9 $\frac{1}{2}$ c.; ordinary, 9c.

OLD MATERIAL.

The demand has improved, particularly in the iron line, but deliveries are still unsatisfactory. We quote: Agricultural scrap, 50 to 52 $\frac{1}{2}$ c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32 $\frac{1}{2}$ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7 $\frac{1}{2}$ c. per lb. (bottoms), heavy scrap copper, 8 to 8 $\frac{1}{4}$ c.; new light, 7 $\frac{1}{2}$ to 8c.; light scrap brass, 4 to 4 $\frac{1}{2}$ c.; heavy yellow scrap brass, 5 to 5 $\frac{1}{2}$ c.; heavy red scrap brass, 6 $\frac{1}{2}$ to 7c.; scrap lead, 2c.; zinc, 1 $\frac{3}{4}$ to 2c.; scrap rubber, 3 $\frac{1}{2}$ to 3 $\frac{3}{4}$ c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

Trade in window glass, while improving, is not active by any means. Plate and fancy glass are quiet. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

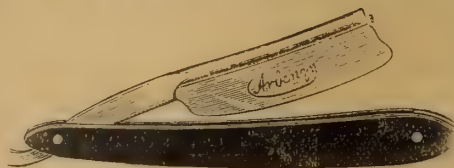
After the collapse of last week owing to the demoralization of the railroad system, it was only to be expected that business would show some improvement. The Weather Bureau at Washington reports the month of March the coldest on record; so far this, it will readily be understood, has materially affected all classes of business depending to a large extent on fine weather. White lead, stimulated by the prospect of higher prices, is now being shipped pretty freely at quotations. Red lead is almost a "rara avis," and holders are now asking \$4.25 in casks and \$4.50 in 100-lb. kegs. Dry colors, oxides, mortar stains and painters' specialties are without feature and unchanged in price. Kalsomine, whiting and paris white keep firm without much change in values.

PARIS GREEN—A few sales have been made to the jobbing trade, who are quietly holding for higher figures directly the demand commences in May. It is conceded that the deep snow during the winter now passing has been extremely favorable to the protection and development of insect life, and with the first warm spring rains the potato bug will be largely in evidence, and insecticides will be greatly in demand. Stains and varnishes, moving slowly. Enamels are coming into favor, and some very pretty tints are showing. Coach colors are now in good demand, the Canadian makes having superseded the imported colors almost entirely. The demand is fair for linseed oil and light for turpentine.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4 $\frac{1}{4}$ c.; third grades, \$3.75

Have you been handling the

"ARBENZ"



If not ask your dealer for them.

LAMPLOUGH & McNAUGHTON
MONTREAL

The **Swansea Forging**
Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

OUR SPECIALTIES ARE RELIABLE

P. & L.

COACH & CAR VARNISHES
SPAR FINISHING
NO. 38 PRESERVATIVE
NO. 110 CABINET
LIQUID WOOD FILLER
UNFADING OIL STAINS
PRATT'S PATENT DRYER

47 JOHN AND
5 DUTCH STS.
NEW YORK.

**PRATT & LAMBERT
VARNISH MAKERS**

370 to 378 26th ST.
CHICAGO.

Made for Canada by

The COTTINGHAM VARNISH CO., Ltd.

MONTREAL

ESTABLISHED 1856

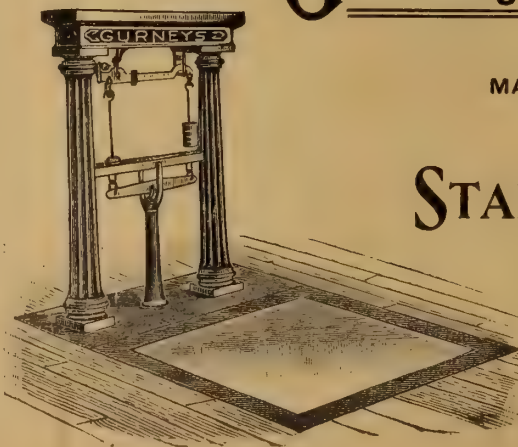
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

MILK CAN TRIMMINGS



Milk Cans made with the celebrated

DAVIDSON PATENT MILK CAN BOTTOM

have strength where strength is needed; this is why our Can Trimmings have become so popular.

The Thos. Davidson Mfg. Co., Montreal



to \$4; red lead, \$4.25 in casks, and \$4.50 in 100-lb. kegs; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14 to 14½c.; 50-lb. drums, 14½ to 15c.; 1-lb. packages, 15½ to 16c.; ½-lb. packages, 17½ to 18c.; ¼-lb. packages, 19½ to 20c.; Paris white, 90.; whitening, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

SEEDS.

The snow blockade, together with the general backward condition of the country, which has interfered with seeding, has

caused business to be of a limited character indeed. Present values at outside points range from \$4.65 to \$4.80 for red clover, and \$3 to \$4.25 for alsike. Timothy, which is only being offered in limited quantities, is quoted at \$1.50 to \$2 at outside points. Jobbing prices for clean stock out of store range from \$4.95 to \$5.25 for red clover, \$1.90 to \$2.25 for timothy, and \$3.50 to \$5 for alsike.

HIDES, SKINS AND WOOL.

HIDES—Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides unchanged at 6c.

CALFSKINS—6c. for No. 1 and 5c. for No. 2. Sheepskins are firm at 90c. to \$1.

WOOL—Trade dull and prices unchanged. Fleece quoted at 21 to 22c., and rejections 17 to 18c. Pulled supers are 20 to 21c., and extras 22½ to 23c.

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, perial gallon, Toronto: Canadian, 16½c. carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MONTREAL NOTES

There have been some stirrings in the pig iron at \$17 to \$17.50, T.

The Graham Nail Works are in a position to fill orders in all

sizes up to three-inch. They report the demand fairly good on country account.

A decline is announced in the price of the Hamilton Sporting Co.'s powders.

Sheet zinc is easier in the primary markets.

The manufacturers of lead pipe have made Windsor a delivery point.

A shipment of tinned oarlocks has been received by H. S. Howland, Sons & Co.

One Toronto jobber reports the sale of 10,000 feet of Pittsburg steel chain, ¾ to ¾ inch.

Boxes of Geo. Butler & Co.'s cutlery coming to hand contain a new style label. It is handsome and

An increase in the price of "Daisy" butter reported by H. S. Howland

Manufacturing Co., of
put down their factory,
their plant for sale.

houses report an increasing demand for lumbermen's supplies, especially for chain, peavies and cant hooks.

A reduction in the price of Disston's hand saws is announced, the jobbing trade quoting 12½ to 15 per cent. discount off the list.

The stocks of red lead are bare. The Canada Paint Co., Ltd., have been com-

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH

The New 1896 MODELS are elegant in appearance, best structural strength combined with prolonged and incessant use. FIN

FINISH AND DURABILITY

remarkable for simplicity of construction, have the greatest material. We guarantee ease, speed and durability, under any conditions. THE WORLD.

Write for Remington Art Catalogue

BOWMAN, KENNEDY

Wholesale
Agents,

London, Ont.

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

pelled to import a large quantity of Ferguson's "Elephant" brand and James' red lead; via Halifax, to replenish their stock until navigation opens.

M. & L. Samuel, Benjamin & Co. have taken into stock this week a shipment of milk can trimmings, broad hoop pattern, in the following sizes: 20, 25, 30, and 40 gallons. They are also handling the "Iron Clad" pattern. They will be pleased to quote prices on application.

H. S. Howland, Sons & Co. are in receipt of a shipment of pike poles for river drivers' use; also a shipment of Morley Bros.' peavies.

M. & L. Samuel, Benjamin & Co., have just received a large shipment of steel enamelled ware. They are carrying a full stock of this in all staple lines, such as tea and coffee pots, preserving kettles, dish pans, sauce pans, pudding pans, pie plates, wash bowls, tea kettles, milk and rice boilers, etc.

H. S. Howland, Sons & Co. are in receipt of a shipment of Acton & Barman's genuine Turkey emery in all sizes from 20 to 120; also flour emery.

Mr. Chas. Rodden, of Montreal, is now traveling for the Toronto Silver Plate Co. certain parts of Ontario. Although this is Mr. Rodden's first experience as a traveling salesman, he is thoroughly conversant with plated ware and sterling silver, having been buyer for that department for Henry Morgan & Co., Montreal, for some years.

UNITED STATES MARKETS.

NEW YORK, March 27, 1896.

PIG TIN—The general situation is unchanged. Tin moves into the channels of distribution and consumption rather slowly. The arrivals are light, also. London price movements seem still to be the only guide to values here, since local speculation and investment remains in what may be termed a state of coma. Prices stood practically the same as they were at the beginning of the week, or at about 13.30c. for

early delivery on Metal Exchange contracts and 13.40c. f.o.b. in the open market, for wholesale quantities.

COPPER—There was no sign of improvement in either export or home trade inquiries. The only call, in fact, was for moderate quantities of the metal for early delivery. Prices for Lake Superior ingot are still quoted at 11c. regular terms, and producers still display indifference. Electrolytic is weaker, however, with some sellers at as low as 10½ to 10¾c., in the face of a more general quotation of 10¾ to 10¾c., and casting stock may be secured at from 10½c. down to 10¾c., according to brand. London cables still quote stiff prices in the foreign market, but speculative dealings there are on a rather moderate scale at the moment.

PIG LEAD—Demand was moderate and the market lacked the superficial snap that has been a feature for several days. In fact, there was nothing more than very commonplace inquiry from any quarter. Prices are kept very steady, however, in the absence of urgent offering or other adverse influences. Common Western may fairly be quoted at 2.15 to 3.17½c. for early delivery. London cable quoted £15 10s. for soft Spanish.

SPELTER—Business is no better than it has been at any time since the beginning of the month, and new orders are bare of increase in size or number. Prices are held quite steady, however, at 4.15 to 4.25c. for Western. London cable quoted an advance to £15 10s. for good merchant brands.

ANTIMONY—Moderate sales only are being made, but the business passing is sufficient to hold prices steady at 7½ to 8c. for Cookson's, 6¾c. for Hallett's, and 6¾c. for Japanese.

PLATE—A dull market continues for all options of plate in this quarter, and prices are flat at this and other eastern points are flat, as would indicate that dullness is not confined to any particular section. Prices are unsettled and more or less depressed, but show no quotable change.

IRON AND STEEL—In all branches of the market business is still rather slow and in-

quiries are not of a character calculated to afford sellers much encouragement. For that matter there is more animation among sellers than among buyers, and prices are weak throughout, although showing no radical change.

PERSONAL MENTION.

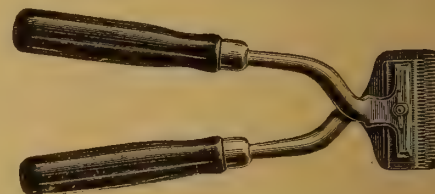
Messrs. S. A. Wabb and J. Mathers were among the country merchants noticed in Toronto this week.

Mr. C. J. Shurley, of Shurley & Dietrich, Galt, was in Toronto this week. He reports the receipt of a large order from a leading jobber in Canada for harvest tools. As **HARDWARE AND METAL** noted last week, Shurley & Dietrich have decided to go into the manufacture of harvest tools.

Mr. Buck, of St. Louis, agent for the "Quick Meal" oil stove, was in Toronto this week, making his headquarters at the Gurney Foundry Co.'s, where he was engaged in giving travelers and others lessons regarding the oil stoves which his firm make, and for which the Gurney Foundry Co. are the agents.

The business men of Madison, Wis., have formed an independent telephone company, and have taken as a basis of their new phones the principles of the Bell telephone, on which the patents have actually expired. This service is given to the city at \$15 per annum, and it pays the company a very good profit at that. The Bell Company, attempting to crush out this new company, has offered its 'phones at \$9 per annum.

H. BOKER'S



Horse Clippers

With leather bag, are the best and most perfect article. Don't buy any other.

CAVERHILL, LEARMONT & CO.
MONTREAL

YOU are the man who suffers if your customer's Bicycle gets out of order and breaks down. He blames you—not the maker . . .

The McCREADY

Does not get out of order. That's another point why you should sell our wheels—a Canadian wheel for Canada.

The R. A. McCREADY CO. Ltd. 149 Yonge Street Toronto, Ont.

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of . . .
Hamilton, Ont.

. Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

**Buck Saws
Billet Webs
And all other
kinds of Saws**

SPECIAL ATTENTION
GIVEN TO REPAIR WORK

HARDWARE NAMES.

SO accustomed does the hardwareman, long in the business, become to the names of his wares, that he is not much given to speculation upon their derivation, says a writer in N. Y. Hardware.

If the question should arise in his mind, it is dismissed with the reason that it was so named when made, possibly hundreds of years ago—just as he was named John when he was born.

This does not satisfy the younger aspirants for hardware lore. "If," say they, "you were named John—why John?"

To satisfy this demand the following "Whys" have been collected:

A knife was a knife in colonial times. The Pilgrim Fathers had knives. Across the water the English had knives as far back as Chaucer's time as The Sheffield Whittle testifies.

For the name, however, we must cross the English Channel to France. In the thirteenth century knives were known as "Mensaculæ" and "Artari," a little later by the word "Kenivet," from which is evidently derived "Canif," or knife.

In this connection it may be said that two-prong forks are mentioned for the first time in an inventory of Charles V. in 1379. The table upon which food was placed was sur-

rounded with benches or bances, whence "Banquet."

To know why a two-faced rim lock is called a "Janus" faced lock, we must go from the realism of the twentieth century to the ideal symbolism of ancient Greece. There, in a temple whose doors were never closed during war, Janus, the god with two faces, was enshrined.

In the hardware store "Janus" becomes a fitting name, indicating in the lock that it is the same on both sides, and in the store the alertness necessary to success in these days of commercial warfare.

In the names anvil, stirrup and hammer we find a very curious thing—that the position is reversed and that these articles give their names to what was made long before their use was known. The three pretty little bones of the inner ear are called "hammer, anvil and stirrup."

STEEL PIPES FOR OCEAN VESSELS.

In a discussion which took place lately between the British Institution of Naval architects on steam pipes for ocean vessels, the preponderance of opinion is reported to have been in favor of steel, a somewhat notable conclusion in view of the fact of copper being the material usually employed for making the big pipes which conduct steam from boiler to engine on steamships

—by reason of its ductility that metal being admirably adapted to the necessary though slight changes in shape resulting from heating and vibration. It is argued, however, that with the higher pressures now carried greater thickness is required, hence a copper steam pipe must lose the advantage of bending readily, and its strength becomes more uncertain; the customary method of manufacture is to cut up sheets into strips and braze or solder the edges, but as the difficulties of making a tight joint increase with the thickness of the material, there is now said to be a tendency among marine engineers toward the substitution of iron or steel for copper in this part of a vessel's fittings.

FEBRUARY COPPER PRODUCTION.

Mr. John Stanton gives the following figures, in N. Y. Metal Market Report, of the production for February, which we compare with the production of previous years and exports in following tables in tons of 2,240 lbs.

Production.	1896	1895	1894	1893
January	16,072	11,694	12,172	10,176
February	17,516	12,720	11,585	9,255
Total	33,588	24,414	23,757	19,431
Exports from U. S.:				
January	8,168	7,060	7,035	3,171
February	8,278	3,378	5,710	1,815
Total	16,446	10,438	12,745	4,986

**LESS LABOR
LESS FIRING
NO WASTE**

**3 Important
Features**

IN GUELPH CHARCOAL IRON

HAS NO EQUAL.

SPECIALTIES: Refined Horseshoe Norway Bars and Billets.

The Guelph Norway Iron and Steel Company, Ltd.

Rolling Mills, GUELPH

THE CANADA PLUMBER AND STEAMFITTER

THE plumbing trade is gradually awakening from its lethargy, but it is only in slow and unsatisfactory stages. But there is an improvement and that is something to be satisfied about.

The new plumbing department of the Ontario Lead and Barb Wire Co. is now in what might be turned complete running order. They carry full lines of every department and every department is now complete. There is one thing they will pay particular attention to, and that is prompt shipment.

PRIZES FOR PLUMBING WORK.

At a special meeting of the Court of the Plumbers' Company at Guildhall, London, Eng., recently it was decided to offer prizes for the best specimens of plumbers' work in the Building Trades Section of the forthcoming East London Trades and Industries Exhibition, and for the best specimens of plumbers' work in the Health Section of the Industrial Exhibition to be opened at Cardiff in May under the patronage of the Queen.

THE GROWTH OF THE PREPAYMENT METER.

It is barely eight years, says London Gas World, since it began to be rumored that a meter had been designed whereby it was possible to vend gas by the pennyworth, the penny being placed in the meter itself, and it was only in 1888 that a meter was actually made. But, the idea once conceived and the principle recognized, progress was made by leaps and bounds. Six years ago the prepayment meters in use might be numbered in hundreds; now they are numbered in hundreds of thousands. All who have labored in this direction, and thus helped to make gas lighting and heating more popular than ever before, are worthy of respectful acknowledgment, and among the number the name of Mr. R. W. Brownhill, whose death was recently announced, must be given a prominent place; for he was one of the pioneers in the movement that has now assumed so vast proportions. Although the Brownhill prepayment meter is now virtually a thing of the past, Mr. Brownhill's was undoubtedly the first attempt to introduce the cash system into gas supply in the place of the gas-bill nuisance.

DON'T WAIT FOR TRADE, MAKE IT.

"Complaints about the state of trade and the lack of money, or the insufficiency of the circulating medium for the business of the country," says The Master Steam Fitter, "are constant from those who lack energy and true business qualifications. Those who remain quiet waiting for business to get better seldom do much even in the most

prosperous times. Energy, activity, and the exercise of good judgment, are prime requisites in business at any time, and these qualities should be made more active when the natural tendency is towards dull times. He who waits for business to come to him waits a long time and works hard for what little he gets, but he who hustles and lets people know what he has to sell generally finds enough business to help him to meet all demands against him. Much complaint is made about the department stores taking all the trade; there is foundation for the complaint. The department stores advertise most extensively, telling people what they have to sell and the exact price at which it can be obtained; bargains are offered to induce the people to buy, consequently the stores are always crowded and the proprietors make money. It is always well to learn a lesson and profit by conditions as they exist, rather than try to reform the natural tendencies."

AN IMPROVEMENT FOR BOILERS.

A Providence, R.I., firm have recently made an improvement in boilers. They attempt, according to Iron Age, to do away with the annoyance and danger of having the stud in the hand hole plate break or of finding the nut corroded fast so that it is impossible to move it without breaking the bolt. The stud as usually made, goes through the plate and is riveted over, the rivet head on one side and a collar on the other being supposed to make a steam tight joint. The extreme heat to which the stud is subjected makes the metal brittle, which accounts for the numerous breakages which occur when an attendant attempts to tighten a joint which is leaking a little. The improvement referred to is said to do away with the stud which goes through the plate and uses an ordinary headed bolt instead, the head of which inserted into the slot is retained by the lips. The method of applying this form of hand hole plate is very similar to the usual kind, as aside from the difference between the bolt and stud the action is the same, the ordinary frog (or frame) and nut being used. In case of breakage the head can be easily removed and a new one substituted. To prevent the bolt from accidentally working sideways a sufficient distance to free the head from the lips the pin is slipped through the lugs. Arrangements are also made so that in case a bolt breaks while the boiler is in service the plate may be securely held by a hook or holding device inserted through a hole in an ear provided for that purpose. This allows a single workman to replace a broken bolt without throwing the boiler out of service. In case of corrosion of nut so as to prevent its being unscrewed the frog and

bolt may be driven sideways together until the head is released.

PLANNING HOT AIR FURNACE WORK.

Many recent developments give color to the idea that the furnace heating business is on the eve of an advance. It is a well-known fact that in laying out heating plants in which furnaces have been used there has been a deplorable lack of systematic reasoning in the calculations. It has been too frequently found to be open to question that where a firm made a business of heating with hot air, if that member of the firm who had assumed charge of that branch of the business was forced to turn it over to his partner from illness or any other cause, disagreeable and expensive failures often resulted, due entirely to the fact that personal experience cannot be transferred from one member of the firm to another. There has been a disposition on the part of the men who make a business of this work to look with discredit upon theory. They fail to recognize that all successful practice is simply the demonstration of sound theory correctly applied. If they would look at the question from this standpoint they would derive greater benefit from their practice, and would be able to arrange the facts demonstrated in their practice in such form that others could study them with advantage. It is not enough to know how to do work, but it is also important to know why it is done and why it is successful when it is done. At the present time more men who have been trained to think systematically are turning their attention to heating with hot air furnaces than has been the case for a long time. Many of these men are well grounded in tracing cause from effect and some of them have been successful in other branches of heating in which there are well established rules to be used as guides. It is reasonable to expect that men who have used these rules with success, and have helped in the establishment of other rules can perform valuable service in arranging some data for use in the field of hot air

Campbell Bros.' celebrated

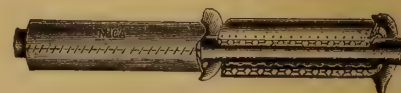
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

PLUMBERS' SUPPLIES

We have made a separate department for this branch of our business, and will carry a full line of goods, purchased for cash, which will be sold at a small advance on cost.

We will be pleased to have specifications of your requirements, and guarantee you closest prices.

Ontario Lead and Barb Wire Co., Ltd.

PLUMBERS' SUPPLY DEPARTMENT:
54 and 56 Lombard St., near Church. Telephone 1092 or 763.
N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

55, 57 and 59 Richmond
Street East . . .

TORONTO

heating. We hope to see a perceptible progress made in the arrangement of such facts and data as will enable an intelligent man to get a good grasp on the requirements for successfully heating with hot air, and remove the necessity of his acquiring it entirely through personal experience, which is always more or less expensive to him and to his customers.—Metal Worker.

COSTA RICA DEPARTMENT STORE.

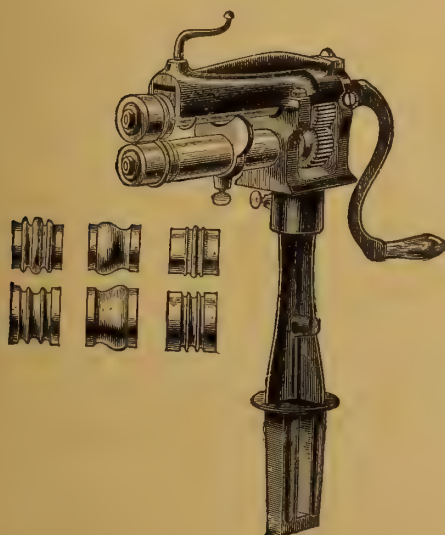
Mr. Delgado, the Consul at this port from Costa Rica, informed a representative of this journal yesterday that a company, the Sociedad Mercantil, had been formed in San Jose, the capital, for the purpose of erecting a large department store. The concern has a capital of \$300,000. There will be separate departments for men and women, which will be in charge of male and female clerks respectively. The employment of women in stores at that place, he said, was a new departure.

The Consul also said that he doubted the report of the burning of the Custom House at San Jose, as it was a fire-proof building. He thought it more likely that only some of the merchandise in the building was destroyed.—N.Y. Journal of Commerce.

COMPETING WITH DEPARTMENTAL STORES.

THE matter of hardware dealers handling inferior and low priced goods in order to meet department store and other competition has been the subject of considerable discussion lately, says Stoves and Hardware Reporter. The trade seems to be more or less divided as to what policy to pursue, but there is a strong sentiment among the most reliable and successful dealers in favor of leaving the very cheap and consequently poor goods entirely to the department stores, and not jeopardizing their reputation and trade by handling them. In this connection it may not be out of place to cite an instance which illustrates the point contended for by those who take this view, although the parties referred to were manufacturers, not dealers. Some years ago a change took place in a well known Eastern firm of hardware manufacturers, who had gained an established reputation because of the merits of a particular brand of goods bearing their name and which had been on the market for years. A new partner came in, who believed that the interests of the business could best be furthered by catering to a demand for

a cheaper grade of goods than the company had been making. His views were strongly opposed by one of the other members, who had been practically the guiding spirit of the house, but the new partner won his point, and the other soon severed his connection with the house and became a member of another house in the same line, whose fortunes were speedily built up by the same policy which had secured the success of the house which he had left. The latter did not fare so well, however, and in a few years was forced to the wall as the result of the change of policy. The product of the house was run entirely to cheap goods. The price was cheapened also, but that made no difference. The goods of the house had gained a reputation for merit, and had been sold at a price consistent therewith. Dealers continued to trade on the name won for the goods made under the old regime, when selling the new and cheapened quality, and the mechanics and others who bought the goods, when they found that they were inferior, cast reflections on the name and brand of the makers, paying no attention to the reduced price, and brought them into such disrepute that the demand finally fell



Our Specialties

Every description of GOODS and TOOLS
for Plumbers and Tinsmiths. . . .

ESTIMATES FURNISHED ON SPECIFICATIONS
ROCK BOTTOM PRICES GUARANTEED ON EVERYTHING

The best Galvanized Sheet Iron and
Tinned Sheet Iron on the market is

“GORBALS”

For Sale only by

Thomas Robertson & Co.

— **Montreal**

off to such an extent that the business no longer paid, and an assignment ultimately became necessary.

It is, indeed, a very serious question whether a hardware dealer, who has built up a good trade among a desirable class of customers by means of selling reliable goods at a fair price, can afford to jeopardise his business by handling the extremely cheap quality and cheap priced goods which are sold by those who are not seeking to cater to the best class of trade in any line they handle, who do not expect the business of mechanics, who make the price the means wherewith to catch the trade of the public, caring not whether they hold it or not. A St. Louis dealer in talking on this subject said: "I believe that, as a rule, the hardware trade will do best to confine themselves to the superior goods, and educate the people up to the advantage of buying them, over the counter and through the medium of the newspapers. If a hardware dealer sells the cheap goods at all, let him have a separate department in his store, call it 'Our Department Store' or something of the kind, sell the 10c. screw drivers, and 25c. four-bladed pocket knives from that side of the store, not from the same counter as the legitimate goods, and tell the people who buy just what they are getting, that the goods are equal to those sold elsewhere for the same price, but no better, and that the store does not recommend them. Even with such tactics," the dealer continued, "I am inclined to doubt whether it would pay. The people would not discriminate, I am afraid, even then, and would say unkind things about the store, notwithstanding the low price paid, and the explanation made, when they found that their 10c. article was not equal to a 50c. one."

HARDWARE HOCKEY.

The hockey teams from the establishments of Frothingham & Workman, and Caverhill, Learmont & Co., Montreal, met on Crystal ice, on Tuesday evening, 17th inst., to decide the championship, which has, for some years, been held by Caverhill, Learmont & Co. There is a long standing rivalry between the two teams, and a keen, hard match naturally resulted. When time was called, at the end, the score stood 3 to 0 in favor of Frothingham & Workman, who thus won the championship, and incidentally administered a coat of whitewash to their old opponents. Monk was the star of the F. & W. team, scoring all three games, and he was ably backed up by the rest of the team, the "only" Tommy Wall playing a "phenomenal" game at point. Davidson and McGowan played the best game for the losers. The teams lined up as follows:

F. & W.		C. L. & Co.	
Morris	Goal	F. Newman	
T. Wall	Point	G. McGowan	
G. C. Davis	Cover Point	C. Davidson, capt.	
E. W. Monk, capt.	Forwards	J. Jordon	
A. E. Carmichael		A. Bain	
A. E. Warren		G. Botterell	
L. J. McMahon		F. Coburn	
Referee—W. Barlow.			
Umpires—M. J. Polan and W. Ainslie.			

GARDEN HOSE

Every description of Rubber Goods in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc.

MONTREAL

TIN PLATE

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board, Roofing, Sheathing AND Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL

SPRITE CYCLES

LEAD FOR LOW PRICES

QUALITY FINISH

CATALOGUE UPON APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam Cycle Works

BLOOMSBURY, London, W.C.

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle BOECKH'S Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being THE BEST.

CHAS. BOECKH & SONS 80 York Street, Toronto

Manufacturers

MONTREAL BRANCH, 301 St. Paul Street

JOHN WATTERSON

Merchant

Montreal

TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.

Sole Agent for Canada,

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

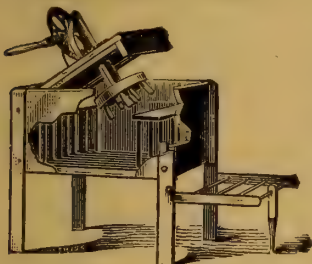
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER CHURN



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

THE CANADIAN HORSE SHOW.

The second annual Canadian Horse Show will be held in the Toronto Armories on Wednesday, Thursday, Friday and Saturday, April 15th, 16th, 17th and 18th. Last year, when the Show was first inaugurated, its success was so pronounced that this season the interest and enthusiasm which the event is arousing throughout the country is well warranted. The Horse Show appeals to all classes, from the wealthy merchant prince, with a superlative pair of carriage horses, to the small farmer who possesses a likely colt, the product of a thoroughbred and one of his farm mares. In Dublin and New York, Horse Show week is now the greatest week of the whole season, and these annual gatherings are great incentives to business. Such the gentlemen who founded it hope the Canadian Horse Show will become to Toronto and Canada, and Horse Show week this year promises to be an active period for the city's business men and their friends and customers from the country. It is enterprises of this kind that the business community should encourage, as the experience of the Industrial Exhibition proves. Intending exhibitors are reminded that entries close on Saturday, April 4th, and should be addressed to Henry Wade, Parliament Buildings, Toronto. Boxes will be sold by auction at Hyslop's Bicycle Emporium, 14 King street east, on Tuesday, April 7th. The chairman of the committee is Mr. Robert Davies, and the secretaries are Stewart Houston, 18 Toronto street, and Henry Wade.

COMBINATION HEATING AND LIGHTING.

A stove which furnishes not only the heat but also the electrical current for lighting a room, has, according to a contemporary, been invented by Dr. Girand, of Chantilly, France. This thermo-electric stove has the outward appearance of a cylinder provided with ribs. The ribs serve for the abundant radiation of heat and to promote the circulation of air into the room. In the hollow space between the outer and inner wall of the stove, the elements of the thermo-electrical column are arranged in rings above each other, so as to surround the stove in its entire height. Every one of these elements consists of a flat piece of sheet nickel or tin plate and an alloy, which is mainly composed of zinc, with additions of small quantities of other metals. The mixture is selected so that the pieces obtain the necessary firmness and durability. The proper composition of the alloy is of special importance. Such a thermo-electrical stove with nickel elements is alleged to produce an electro-motoric power of forty volts, and a strength of current of four amperes. This production answers nominal requirements; by reduced heating it is decreased correspondingly.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

Brushes

SPRING 1896.

NEW LINES NEW PRICES NEW GOODS

New catalogue now in press, ready
about Feb. 1st.

WAIT FOR OUR TRAVELLERS.

MEAKINS & CO., MONTREAL

Also Meakins & Sons, Hamilton, Ont.

Church's Cold Water Alabastine.

The Best
Wall Coating
on the Market.
Sold by
Paint and Hardware
Dealers everywhere.

ALABASTINE

Is fully protected by letters
patent. Dealers selling goods that
infringe on our patents will be pro-
secuted for damages, as well as the
makers. A word to the wise should
be sufficient.

THE ALABASTINE CO. LTD.
PARIS, ONT.

CONTINUOUS BUSINESS-PAPER ADVERTISING.

AN ARGUMENT TO PROVE THE ADVANTAGE OF CONTINUOUS ADVERTISING.

By NATH'L C. FOWLER, JR., DOCTOR OF PUBLICITY.

In continuity is strength.

In disconnection is failure.

The builder of the Universe did not build something, Monday; and build nothing, Tuesday; and rebuild, Wednesday; and rest, Thursday.

He built something every day of the week, and only rested when He was through.

The forces of nature are continuous.

The fundamental principle of motion is everlasting.

The brook which runs on forever is the brook the fish live in.

The brook which dries up this month, and is a torrent next month, is the brook folks try to get rid of.

The man who feeds his horse on Monday, and gives him nothing to eat on Tuesday, has a weak horse on Wednesday, and a dead horse on Thursday.

The child who goes to school on Monday, and skips Tuesday, and attempts to connect the end of Monday's lesson with the beginning of Wednesday's lesson, is handicapped by conditions diametrically opposed to progressive education.

All things being equal, the store which has been the longest time in some one place is the store which does the greatest business.

Change of base, and especially change of business base, is only allowable excepting under conditions which make moving essential.

Money is made in specialties and bargains, but the fortunes of trade have been made, and always will be made, along the regular line of regularity; by handling business to-day as it was yesterday, and by handling business to-morrow as it was handled to-day, subject to the changes of the times, and to the recognition of the conditions of progress.

Continuous good is far better, and more negotiable, than transient good, however good transient good may be.

The most progressive advertisers of the world have advertised continuously.

They advertised not for the fun of it.

They figure business on the hardest slate with the hardest pencil.

All that they do, they do for profit only.

Ninety-nine per cent. of successful advertisers are continuous advertisers.

The man who advertises in January, and discontinues his advertising in February, must advertise more extensively in March, in order to cover the gap his foolishness has created.

It takes more advertising in March to bridge the break of February than it does to advertise in January, February and March altogether.

There are lines of goods which can't be advantageously extensively advertised dur-

ing certain months of the year, but advertising of those goods should never be completely annihilated.

It can be reduced in size, for any object, but it should be continuous, that there may be no need when extensive advertising again begins of connecting the two advertising periods.

The continuity which regulates all good business should be used in the regulation of advertising.

Advertising is no longer a luxury or a side issue.

It is a commodity.

It never will be successful unless it is handled the same way as are handled other commodities.

In the continuity of advertising is the good of it.

To break the advertising connection is to break trade connection.

Trade connection can be broken, advertising connection can be broken, and the house still remain successful, but the shrewd business man is not satisfied with the minimum of success. He is everlastingly striving for the maximum of success.

When he cuts expenses he cuts proportionately everywhere.

He does not stop advertising.

He advertises a little less, perhaps, but he advertises.

He never allows the medium he uses to go to press without the mention of his name and of his business.

He advertises in off-season, in order that the people may be better prepared to appreciate his efforts in season.

He keeps everlastingly at advertising, and wins.

COST OF STREET RAILWAYS.

An interesting comparison of the cost of operating street railways by different forms of motor power is given in the recent report of the Chicago City Railway Company, who operate 162 miles of street railway lines in the southern division of the city, of which the motor power for 117 miles is electricity, 34 miles cable and 9 miles horse. The cost of operation of each car mile in the last two years was as follows:

	1895. Cents.	1894. Cents.
Cable lines	10.240	9.972
Horse car lines	30.550	25.393
Electric lines	14.776	16.904
All lines	12.796	13.487

AN EFFECTIVE METHOD.

A St. Louis hardware house recently adopted, according to Hardware and Stoves Reporter, a simple but effective method of exploiting the completeness of their line of builders' hardware to the passing public. It displayed a set of the very cheapest and most primitive builders' hardware on one board in its window, and right next to it was a handsome door plate of the most expensive finish and elaborate design. A neat card called attention to the fact that there was a good deal of difference between the one and the other, but that every thing from the cheapest to the most expensive was carried in stock,

PROJECTS TO UTILIZE NIAGARA FALLS.

President Andrew H. Green, of the Commissioners of the State Reservation at Niagara, submitted a statement at the recent meeting of that body which is of a decidedly interesting character, says Iron Age. In his presentation of the facts bearing on the matter Mr. Green claims that the great increase of projects to take water from the Niagara River that have already received legislative sanction, added to enterprises to utilize the more distant waters of the lakes, which waters are essential to the integrity of the Falls, has become the occasion of a general apprehension that the spectacle of the Falls is likely to be impaired. The following named companies now claim rights to take water from the Niagara River above the Falls without any limit of quantity and without any compensation for it:

1. Lockport Water & Electric Co.; capital, \$10,000,000.
2. Niagara County Irrigation & Water Supply Co.
3. The Lewiston Water Supply Co., capital not to exceed \$50,000,000.
4. The Buffalo and Niagara Power & Drainage Co.
5. The Niagara, Lockport & Ontario Power Co., capital not to exceed \$10,000,000.

Besides these are the following companies now actually drawing water from the river:

1. The Niagara Falls Power Co., originally chartered as the Niagara River Hydraulic Tunnel & Sewer Co., claiming the most monstrous powers under a remarkable series of legislative amending Acts strewn through a series of years.
2. The Niagara Falls Hydraulic Power & Manufacturing Co., who now take water from the river, are engaged without the slightest authority in enlarging their canal so that its flow capacity will be 462,000 feet per minute.

HONEST TO THE CORE.

It is not often one comes across an instance of a discharged bankrupt making payments on account of differences between the composition made and the actual debt, especially after the lapse of many years. An instance of this kind has just occurred in Glasgow, however, and I think it worth mentioning, says a writer in Ironmonger: A certain firm of hardware manufacturers received a visit the other day from an Irish gentleman, who inquired for the principal. He then stated that he was Mr. —, and that some years ago he had the misfortune to be obliged to compound with his creditors; but, having prospered since then, he was now anxious to make them some repayments, and handed my friend a sum of money. The failure occurred so long ago that it had been forgotten and the loss written off, so that the amount thus paid was practically found money.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

WHAT IS AN AIR LOCK?

IN answer to a correspondent who asks the meaning of an air lock, The Metal Worker says: "We suppose our correspondent means by air lock what is ordinarily known as air bound. This condition is usually found when there are two or more dips in a pipe, which permit air to collect in the high portion of the pipe and water in the lower portions. When such a condition exists a very effectual obstruction is met, which interferes seriously with the flow of water through the pipe. An accumulation of air under the circumstances described has been sufficient to stop the flow of water from a point several feet above the point of stoppage. A description was given in The Metal Worker several years ago where an air lock in a 12-inch water main in a city along the Hudson River was the cause of reducing the flow of water through the main more than half, and was removed by digging down to the pipe at the high point, tapping it, and connecting a pipe with it and running up near the surface of the ground, where a stop cock was placed so that any accumulation of air could be allowed to escape. An air bound waste pipe has been found in a number of cases to prevent the discharge of water from a fixture even when the fixture was located several feet above the pipe. No little trouble has been found in hot water heating systems and in

steam heating systems also where either a dip or raise in the pipe has permitted an accumulation of air; and the only remedy has been to tap the pipe and arrange it so that the air would flow to some point where there was an air cock."

METALS AND THEIR ALLOYS.

German silver is made of zinc, nickel, copper, and a small portion of iron.

Sheet metal is composed of lead and a small quantity of arsenic.

Britannia ware is made from copper, bismuth and antimony.

Type metal is the combination of antimony and lead.

Mosaic gold is a combination of copper and zinc.

Standard silver is made from silver and copper.

White copper is made of copper and arsenic.

Standard gold is made from gold and copper.

Bath metal is made from tin and copper.

Dutch gold is made from copper and zinc.

Bell metal results from zinc and copper.

Bronze is the product of copper and tin.

Cannon metal is formed of copper and tin.

Pewter is made from lead and tin.

Copper and tin form gun metal.

Solder is made from tin and lead.

HARD-WORKED ASSISTANTS.

Ironmongers' assistants in North Wales have a very substantial grievance in the matter of long hours. From half-past seven in the morning until half-past seven in the evening is the usual time for work, with intervals of half an hour for breakfast and tea, and one hour for dinner, during five days in the week, but on Saturdays the closing hour is usually nine o'clock. In the sea-side towns during the winter months the assistants are allowed a half-holiday every Thursday, but this privilege is withdrawn during the "season," when there are holiday attractions in full swing. This is rather too hard on the assistants, and we have reason to believe that a considerable number of ironmongers in North Wales are in favor of a considerable modification of working hours, both for themselves and their assistants. But there are a few unaccommodating and not very merciful ironmongers in North Wales who, although in a woful minority, are able at present to retard the much-needed reform.—Hardwareman.

David Stock, deputy collector of Customs at Dundas, has resigned his position owing to irregularities in his accounts. The shortage involves a deficit of about \$400, which dates back several years, the books being strictly correct for the past two years. Stock has acknowledged his responsibility of the shortage, and his sureties will make good the amount of the debt.

YOU CAN'T GO WRONG

With a stock of the famous
and unequalled . . .

Quick Meal

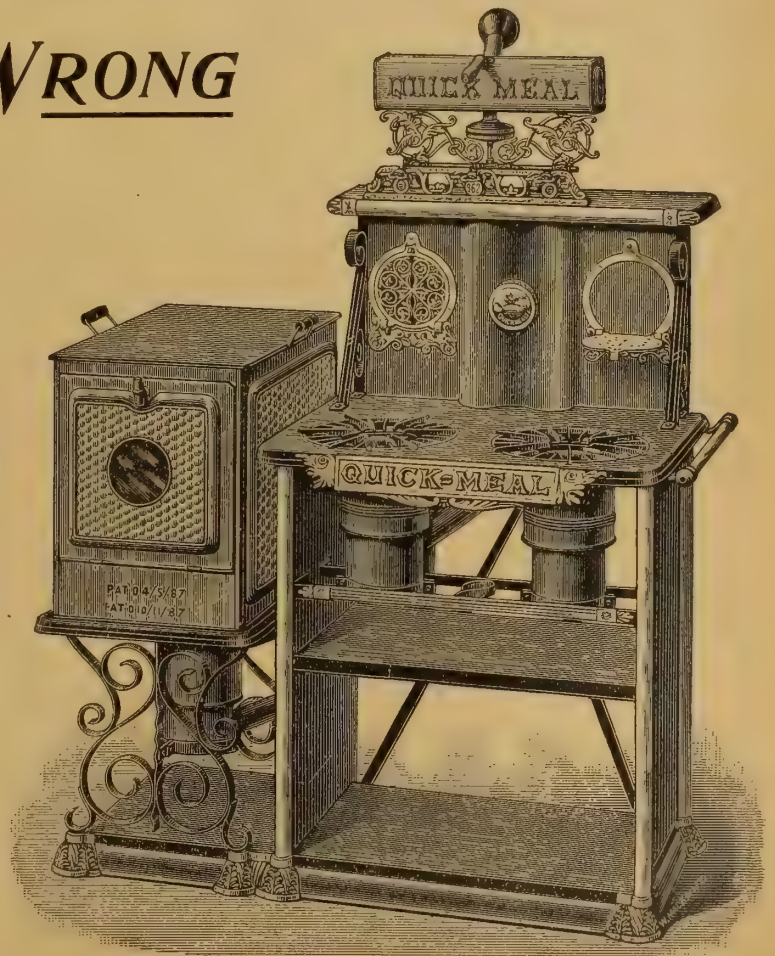
GASOLINE STOVES

They always give splendid satisfaction, being perfect in construction, handsome in finish, and simple to manage. They are never dead stock—they sell on their merits.

Write us for catalogue with full description and prices of the many styles and sizes.

We are Sole Agents for Canada

The Gurney Foundry Co. Ltd. - - Toronto
The Gurney-Massey Co. Ltd. - - Montreal



BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

JAMES BASSETT & CO., agricultural implements, etc., Quebec, are offering to compromise at 15c. on the dollar.

Ross & Watson, general storekeepers, of Harwood, have assigned.

Levy & Freeman, rags and iron, Guelph, have assigned to J. Hallett.

Cordano and A. Frumento, general merchants, Cowichan, B.C., have assigned.

G. M. Crawford, general store, Alliston, is offering to compromise at 50c. on the dollar.

W. Angus, painter, Pembroke, has compromised with his creditors at 25c. on the dollar.

McPhail & Co., general store, Thornbury, are offering their creditors 65c. on the dollar.

J. E. Marcil, general merchant, Acton, is offering to compromise at 35c. on the dollar.

John Cunningham, general storekeeper, of Pembroke, has compromised at 45c. on the dollar.

G. Caron, general merchant, Cap Ste. Ignace, Que., has compromised at 65c. on the dollar.

T. C. Savage, general merchant, Cape Cove, Que., is offering to compromise at 50c. on the dollar.

McPhail & Co., general merchants of Thornbury, are offering to compromise at 65c. on the dollar.

J. B. E. Danjou & Co., general merchants, St. Luce Station, Que., have compromised at 50c. on the dollar.

J. B. Lalonde, of Vadreuil, and L. A. Charron, of Windsor Mills, Que., both general merchants, have assigned.

SALES MADE AND PENDING.

The assets of Alfred Blais, tinsmith, Montreal, have been sold.

The plant of the Aylmer Electric Light Co., Aylmer, Ont., is advertised for sale.

The assets of B. L. & J. Vipond, wood and coal, Montreal, are to be sold by auction.

The general stock of Chas. Brillard, St. Sebastien, Que., has been sold at 46c. on the dollar.

The assets of John Findlay, foundry, Ste. Cunegonde, Que., are to be sold to-day (Saturday).

The assets of W. Fuller, tub manufacturer, Bolton Centre, Que., are advertised for sale by tender.

The stock of Haller & Hecker, hardware importers, Montreal, has been sold at 65c. on the dollar.

The stock of Wm. Geen, general storekeeper, Thornbury, has been sold for 60c. on the dollar.

The stock, etc., of the estate of H. E. Thornton, general merchant, Tamworth, are to be sold by auction 1st prox.

The bankrupt stock of the estate of P. A. Nason, general merchant, Fredericton Junction, N.B., has been sold to A. W. Hay, Woodstock.

The stock of J. D. Trottier, general merchant, St. Casimer, Que., has been sold at 46c. on the dollar, and the book debts at 26c. on the dollar.

The stock of A. Dufour & Fils, general merchants, Murray Bay, has been sold at 50c. on the dollar. A Larouche, of the same place, was the purchaser.

CHANGES.

W. K. Parks, furniture, Port Rowan, has sold out to Wm. Allan.

Louis Trudel is starting a hardware store at St. Henri de Montreal.

L. Beaudoin & Co. have started a general store at East Broughton, Que.

J. A. Cole, general merchant, Wardsville, has been succeeded by John Tristain.

W. H. Eaton & Co., general merchants, Selkirk, have sold out to Moses Finklestine.

James E. Taylor, general merchant, Georgeville, has sold out to P. A. Somerville.

E. G. Hoskins, general merchant, Lansdowne, has been succeeded by Herbert Horton.

Odilon Vamer has been registered proprietor of the Canadian Aluminum Co., Montreal.

Wilson & Rankin, wholesale and retail furniture, Brandon, Man., are adding a general stock.

The Drummond Electric Co., of Drummondville, Que., has obtained a charter of incorporation.

PARTNERSHIPS FORMED AND DISSOLVED.

John Cunningham, general merchant, Pembroke, has admitted P. J. Ryan as partner under the style of Cunningham & Ryan.

Cockburn & Frankish, general merchants, Moose Creek, have dissolved. G. A. Cockburn continues.

Fraser Bros, machinists, New Glasgow, N.S., have dissolved and a new partnership has been formed by John and Alex. F. Fraser.

John K. and B. J. Leonard have registered a partnership in Quebec to carry on business as general merchants under the style of Leonard Bros.

L. G. Lemyre and W. Lafremiere have registered a partnership to carry on business in Maskinonge, Que., as general merchants under the style of Lemyre & Lafremiere.

Alphonse, Louis P., Champlain P. L. and Donat E. Comyan, have registered a partnership to carry on business as paint manufacturers at Three Rivers, Que., under the style of the Dominion Paint Co.

FIRES.

W. Cosgrove, manufacturer hobby-horses, Berlin, has been burned out.

The outbuilding of Hardy & Dubord,

manufacturers linseed oil, etc., has been destroyed by fire; insured.

Robert Barfett, general merchant, Newcastle, has been partially burned out. R. Lee, grocer, of the same place, has been burned out.

DEATHS.

J. J. Barbeau, Jr., roofer, Quebec, is dead. W. H. Wood, of Wood & Orr, stoves, Victoria, is dead.

E. Paradis, general merchant, St. Damien, Que., is dead.

HOW WOMEN SHOULD SIGN.

Now that women are coming into public life and holding official positions, it is desirable to understand what constitutes a woman's business signature, says an exchange. A married woman signs her name just as a single woman signs hers—that is, with her Christian name, and the surname that belongs to her. This is her only proper signature. When Frances Folsom marries Grover Cleveland she signs herself thereafter as Frances Cleveland, or if she prefers to retain her family name, as most women do, she signs herself Frances Folsom Cleveland. Her address is distinctly different from her signature. A woman's social and business standing is usually conditioned by her husband's. Hence, for social and business convenience, she is known as Mrs. Grover Cleveland. But this is merely a distinguishing title, not her name, and, therefore cannot be used as a signature.

SITUATIONS WANTED.

AS HARDWARE SALESMAN OR BOOK-keeper. Long experience, highest references, young man. "Bright," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C," HARDWARE AND METAL office, Toronto.

AS TRAVELLER, BRANCH MANAGER, OR Agent. Good connection with hardware and general store trade in Northwest. Best references. Address, E. W. Low, 489 Sargent Ave., Winnipeg, Man.

WANTED—SITUATION AS BOOKKEEPER, BY young man with long financial experience; familiar with wholesale paint, oil and glass trade; good references. Apply G. HARDWARE (14)

BUSINESS CHANCE.

WANTED BY PARTY IN HARDWARE BUSINESS, partner with capital; object, to increase above business. Box 9.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.
Genuine White Lead

327 St. James St.,
MONTREAL

**BEATTY, BLACKSTOCK, NESBITT,
CHADWICK & RIDDELL**
BARRISTERS, SOLICITORS, NOTARIES, ETC.
Offices—Bank of Toronto, cor. of Wellington and
Church Streets,
TORONTO, ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto
R. G. Dun & Co., (Mercantile Agency,) etc.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

25 cents

HARDWARE AND METAL, Toronto

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

Let Others Talk

UNICORN MIXED PAINTS

Will continue to do
the work.

Manufactured by . . .

A. RAMSAY & SON, - Montreal

ESTABLISHED 1842.

H. BOKER & CO.'S

IMPROVED



CUTLERY

RAZORS

PEN KNIVES, ETC.

For sale by . . .

RICE LEWIS & SON, Ltd.
TORONTO

IRON PRODUCTION DECLINING.

THE "Iron Age," in its monthly review of the pig iron production, says: In spite of the fact that there has been a considerable decline in the productive capacity at work, and in spite of the fact that February is a short month, the stocks of pig iron, as reported to us, show an increase. While it is pretty clear that current consumption is not absorbing the make, it must be taken into account that we are passing through what is ordinarily the poorest season of the year.

The weekly capacity of all the furnaces on March 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week, Gross tons.
March 1, 1896	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	217,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number in blast.	Capacity per w.k.	Furces in blast.	Capacity per w.k.
March 1, 1895	187	184,104	20	5,479
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,224
December 1, 1895	219	211,565	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	189,653	21	4,376
August 1	179	176,380	21	4,145
July 1	168	167,315	17	3,879
June 1	144	153,195	18	4,029
May 1	153	152,172	18	4,382
April 1	152	154,060	19	4,010
March 1	154	153,027	19	3,952
February 1	160	158,375	19	4,416
January 1	160	163,528	22	4,886

The position of stocks, sold and unsold, as reported to us March 1, was as follows, the same furnaces being represented as in former months:

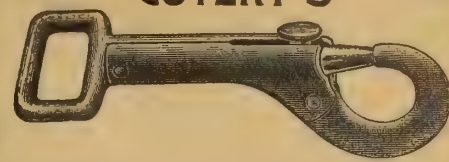
	Oct. 1.	Nov. 1.	Dec. 1.
Stocks.	280,435	267,594	283,604
Anthracite	137,650	129,075	131,788
Coke and charcoal	142,785	138,519	151,816
Totals	418,103	396,669	415,392
Stocks.	Jan. 1.	Feb. 1.	Mar. 1.
Anthracite	390,933	454,717	522,894
Coke and Charcoal	134,684	134,309	135,896
Totals	525,617	589,026	658,790

These stocks do not include the majority of the furnaces controlled by steel companies.

TICKETS FOR TRAVELERS.

The Scientific Varnish Co., of Toronto, are offering any traveler who sells twenty-five gross of Scientific Stove Enamel before August 1, a family ticket for the Niagara boats or a ticket for the Hamilton boats if fifteen gross are sold.

1875. **COVERT'S** 1896.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

**Hub Boring
Machine**

Bechtel's
Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, Mar. 27, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
R. & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.XI.	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.XX., "	6 75	7 00
D.C., 12½x17	3 50	3 75
"X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	0 06
" 28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined	2 35	2 65
Horse Shoe	2 60	2 75
Band	2 30	2 30
Hoop	4 00	4 25
Swedish	4 00	4 25
Steigh Shoe Steel	3 00	3 25
Tire Steel	2 75	3 00
Machinery	0 10	0 14
Cast Steel, per lb	0 10½	0 11
Russian Sheet, per lb	2 00	2 25
Tank Plates, 1-5 and thicker	4 50	5 00
Boiler Rivets		

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000		
---	--	--

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—		
16 to 24 gauge, per lb.	0 04½	0 04½
26 gauge, "	0 04½	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04½
28 "	0 04½	0 04½
NOTE.—Cheaper grades about ¼ cent per pound less.		

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ½ " "	4 00	
" 5-16 " "	3 75	
" ¾ " "	3 75	
" 7-16 " "	3 35	
" 1½ " "	3 25	
" 9-16 " "	2 95	
" 5/8 " "	2 85	
" 3/4 " "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 11½	0 12
Lake Superior	0 11½	0 12
Bolt or Bar.		
Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches	0 20	0 22
" 1 to 2 inches	0 18	0 19
NOTE.—Complete lengths about 15 feet from 3 to 5 cents a pound.		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Planished and tinned, 14x48 and 14x60	0 26	0 27
Braziers. (In sheets.)		
4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15
Boiler and T. K. Pitts.		
Plain Tinned, per lb	0 21	
Spun, per lb	0 25	
Wire.		
Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
by roll	0 04½	0 04½
NOTE.—Cut sheets ¼ cent per lb. extra.		
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.		
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.		

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard	0 12½	0 13
Wire	0 11½	0 12
"	0 17	0 19
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb	0 09½	0 10

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. tins	Per cwt.	\$4 75
No. 1 do		4 50
No. 2 do		4 25
No. 3 do		4 00
Brandram Bros'. Genuine		6 00
" Decorative		5 75
No. 1		5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine		5 75
No.		5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon.....	1 00	1 05
Second qualities, per gallon..	0 70	0 90
Barn (in bbls.)		0 90
Sherwin-Williams		1 20

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz.	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tiro, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

Complete, with augers, each.	5 90	7 50
------------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	23 00

Brackets.**Shelf.**

Japanned Canadian, per doz.	0 50	3 40
pairs		
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 47½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis. Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount Amer. list.		
Nicholson's, dis. Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis. Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis. Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers Horse Rasps, Spencer's, dis. Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 60 to 60 and 10 p. c., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		

Wire Gauges.

Winn's Nos. 26 to 33, each	1 65	2 40
----------------------------	------	------

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.
14 to 25	4 95	2 50
26 to 30	4 50	2 25
31 to 35	4 00	2 00
36 to 40	3 50	1 75
41 to 45	3 00	1 50
46 to 50	2 50	1 25
51 to 55	2 00	1 00
56 to 60	1 50	0 75
61 to 65	1 00	0 50
66 to 70	0 75	0 25
71 to 75	0 50	0 10
76 to 80	0 25	0 05
81 to 85	0 10	0 02
86 to 90	0 05	0 01
91 to 95	0 02	0 00
96 to 100	0 01	0 00
101 to 105	0 00	0 00
106 to 110	0 00	0 00
111 to 115	0 00	0 00

Ordinary.

1st break	2 71	
2nd "	2 90	
3rd "	3 10	
4th "	3 40	
5th "	3 65	
6th "	4 15	
7th "	4 68	

Picture Glass.

Pilkington's Ordinary.	Per 100 ft.	Per 50 ft.
1st break	4 40	2 20
2nd "	4 70	2 35
3rd "	5 40	2 70
4th "	5 90	3 00
5th "	6 50	3 25
6th "	6 90	3 45
7th "	7 70	3 85

GAS FITTINGS AND STAPLE BRACKETS.

Jas. Barwell, Toronto—Discount 20 to 25 per cent., free of duty. Net list on application.		
---	--	--

GLUE POTS.

Enamelled, each	0 30	
Enamelled, each	0 55	

GRINDSTONE FIXTURES.

P. S. & W., per doz	3 30	4 25
---------------------	------	------

HAMMERS.**Nail.**

Maydole's, dis. 5 to 10 per cent.		
25 to 27½ per cent.		

Tack.

Magnetic, per doz.	1 10	1 20
--------------------	------	------

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00
doz. sets net, to 10 per cent.
Hay knives, spear point, L or T handle, 60
to 60 and 10 per cent.

Lightning, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz. 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALETS.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Jugum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to
75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy. 2 60
40 dy. 2 65
30 dy. 2 70
20, 16, and 12 dy. 2 75
10 dy. 2 80
8 and 9 dy. 2 85
6 and 7 dy. 3 00
2. American pattern only—
From 4 to 5 dy. 3 20
3 dy (lath). 3 60
3. Canada pattern only—
From 4 to 5 dy. 3 10
3 dy (lath). 3 50
3 dy, A.P. fine. 4 20
Car lots 10c. less.
Cut Nails (Steel). Add 10c. to the prices in
list for iron nails. 10-keg lots prepaid to
maximum of 25c. per 100 lbs.
Wire Nails, 70 and 12½ per cent.; 3 per cent.
cash delivered in lots of 10 kegs or more.
Brads and moulding nails, 75 per cent.
from new list, and in 1-lb. papers 75
per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon,
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can,
with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
" Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.,
American dis. 55.
Wood, fancy Canadian or American, 37½
to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 27 1 00
Awning. " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5
per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c.
from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors, " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis.
60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbenz's, " 9 00 18 00
Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Curriers, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50 per cent.
Iron " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron, 45 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7¼	00 9½
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¾ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshall's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes,
per dozen. 0 40 0 70
"Empire," McMillan & Haynes,
per ft. 0 00 0 70
Hand, Disston's, dis. 10, 12½ p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per No. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan &
Haynes, per doz. 0 00 7 50
Whiting, " 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
" F. H., brass, dis. 75 p.c.
" R. H., " dis. 70 p.c.
Diamond point wood screw nails, bright, dis.
77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net
price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" " " " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme " 3 00 5 00
Lock, Andrews " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Gross.	Doz.
Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

	Gross.	Doz.
Scientific Stove Enamel	7 50	0 75

STONE.

	Gross.	Doz.
Washita, per lb.	0 28	0 50
Hindostan, " "	0 06	0 07
" slabs, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross	3 50	5 00
Grind, per ton	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66½
Trunk tacks, black	60
" " " " " "	66½
B.B.B. iron carpet, blue	60
" " " " " "	66½
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	50
" " (in dozens, 1 to 6 oz.)	45
" " (in dozens, 8 to 24 oz.)	40
" " ¼ weights	45
" " " " " "	40
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to
6 oz.) 60
Swedes, upholsterers', American (8 to
24 oz.) 66½
Swedes, carpet, gimp, lace 35
brush, blued and tinned. 40
Zinc tacks. 35
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66½
Cigar box nails 45
Lining nails in papers 10
" " in heads, in bulk. 15
" " solid heads, in bulk. 42½
Saddle nails in papers 15
" " in bulk 15
Tinned capped trunk nails 15

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
Game, H. & N., P. S. & W. 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb. 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each. 7 00 7 00
Peter Wright's, per b. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3
per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12
inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per
pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized
20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and an-
nealed and galvanized, freight will be
prepaid when not exceeding minimum
rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p.c.
I.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb. 0 05½ 0 06
Clothes Line Wire, 19 gauge,
per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches
apart. 2 87½
Galvanized, 4 barb, 4 and 6 inches
apart. 2 87½
Galvanized, plain twist, all divid. 2 87½
"Lock Barb," 4 point. 0 00
" Glidden, 2 point. 0 00
Galvanized Barb, "Lyman," 2 to 4
points. 0 00
Steel Staples. 0 00 2 87½
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid on lots of 1,000 lbs. or
over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.
Towers Engineer, each 2 40
" S., per doz. 5 80 7 00
G. & K. S. Pipe, per doz. 6 00
Burrell's Pipe, each

**The Peoples
Building and Loan
Association of LONDON, ONT.**

Incorporated
+ +

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$85 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

**THE BRADSTREET
MERCANTILE AGENCY**

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.
NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

**Island City Coach Colors
Island City Coach Varnishes
Island City Dry Colors**

Are used by the largest carriage builders.

P. D. DODS & CO.
MONTREAL

BABBIT

Handlers of

Do you wish the maximum of satisfaction for the minimum of cost?

THEN

SEE

YOU GET

G. Langwell's Babbit
MONTREAL, QUE.

See that the name is stamped on each bar.

MATCHLESS



IN USE

**THE MATCHLESS
Folding Tub
.. and Wringer Stand**

A new invention for holding the wash-tubs and wringer solid. Required in every house. All hardwood; substantially made. Takes the lead in price and quality.

J. H. Connor
Manufacturer OTTAWA, CAN.

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of hardware people—strong, tough, hard-to-tear paper. Upon request we will be glad to send a book of samples from which you can order.

Let us know what you want in our line.

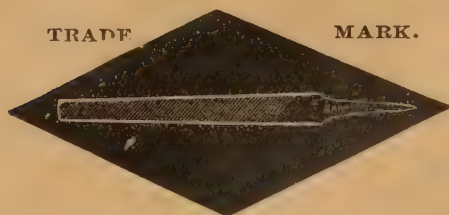
318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

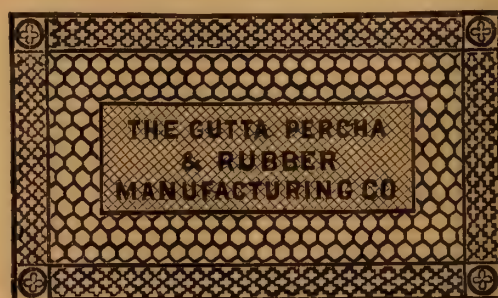
Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



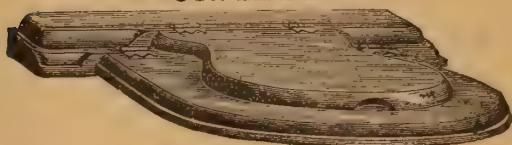
CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
a Specialty.

Manufacturers - Toronto

N. B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, APRIL 4, 1896.

No. 14.



MAGNOLIA METAL

—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.



MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

The Largest Manufacturers under the British Flag

Merit always wins under every condition. The leading fitters protect their reputation against prospective danger and trouble by using heaters of pronounced merit. This quality is only found in

"Safford" Patent Radiators

THE WORLD'S STANDARD.

Made only by

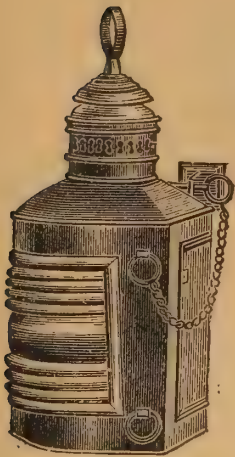
The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED



Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - Toronto

A Complete Lavatory

The cut shown illustrates our Patent

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

SOLID
METAL
CREAMER
TAPS

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

Our Creamery and Factory
Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



Kemp Manufacturing Company

TORONTO, ONT.



“Good
Day,
Sir”

I’VE just dropped
in to say that
owing to the very
heavy edition of the
Special **HARDWARE
AND METAL MERCHANT**
which we are at
work upon, we are
compelled to post-
pone the date of
issue until April 17.

“Are we going to have a big number?” Well, I should think so; it will be the best we ever issued. The size of the circulation will guarantee returns. Circulation is of several kinds, the kind of---circulation that does not reach buyers, and---circulation that does not attract and hold buyers---these are wasted circulation. The kind of circulation you want is---circulation to buyers---circulation that attracts and holds buyers---**HARDWARE AND METAL** has that kind of circulation, and is---the only publication of its class circulating exclusively to buyers and---endorsed by buyers.

ELECTROS--ONE CENT EACH

If you want an Electro of the Woodyatt Lawn Mower to use in your local paper this season, by mailing request on a one cent postal you can get one without further cost, from

A. R. WOODYATT & CO. - Guelph, Ont.

Representatives in Every Town Wanted

—FOR THE—
COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell. Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

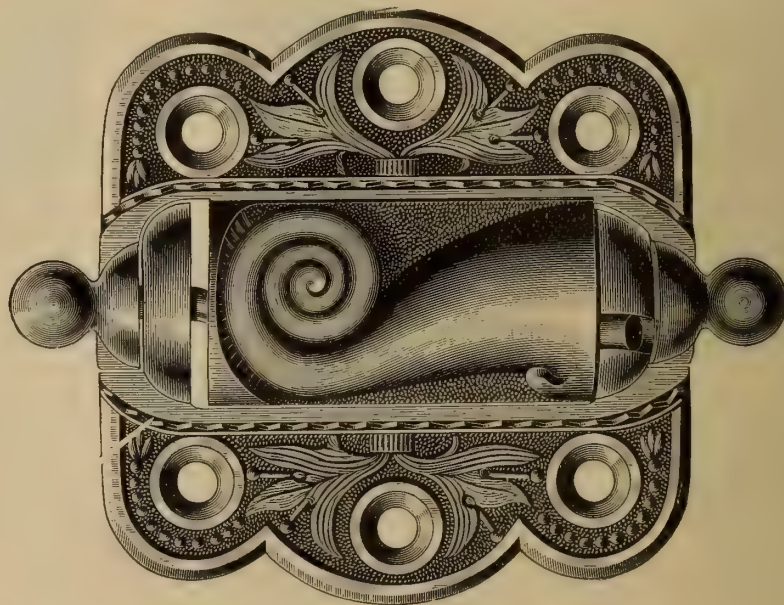
Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

Ideal Hold Back Spring Hinge

These are considered to be the best value in the market ; are put up in neat cardboard boxes containing $\frac{1}{2}$ doz. pairs. Cases contain $\frac{1}{2}$ gr. pairs.

Write for Prices or
Send Sample Orders.



M. & L. SAMUEL, BENJAMIN & CO.

Sole Agents for Canada

ENGLISH HOUSE
Samuel, Sons & Benjamin
164 Fenchurch Street, London, E.C.

... TORONTO

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, APRIL 4, 1896

No. 14

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE PLUMBERS' LICENSE PROBLEM

THE system obtaining in Toronto at present of licensing plumbers may be an improvement on the non-licensing system previously in vogue; but those conversant with its workings do not question the possibility of improving it. In fact, it is generally recognized that some measure of reform is imperatively necessary.

By the payment of \$10 into the city treasury any man—be he butcher, baker, or candlestick-maker—can secure a license to carry on business as a plumber. This ought not to be.

A license to carry on business as a plumber should carry with it some evidence that the applicant was a plumber. In other words, before a license was granted there ought to be some evidence that the applicant was a plumber in deed as well as in name.

It is necessary for the protection of the legitimate plumber; it is necessary for the protection of the public.

To be a plumber means something more than the ability to wipe a joint: In its highest sense it means an acquaintanceship with sanitary science and the possession of the experience necessary to put that knowledge into practical operation.

Bad plumbing means bad health; and there has been too much bad plumbing and bad health, not only in Toronto, but in every city, because of work done by cheap and incompetent men.

The master plumbers in Toronto realize their responsibility. They are desirous of

doing good work themselves and raising the general standard of efficiency. **HARDWARE AND METAL** wishes them God-speed. Their cause is a righteous one.

At the banquet held the other evening President Burroughes, of the Master Plumbers' Association, during the course of a speech, made the remark that membership in the Master Plumbers' Association should be sufficient evidence that an applicant for a license was qualified to secure it. It is not likely that the association would admit to membership anyone that was not a plumber, although it would probably be necessary, and a wise precaution at any rate, that entrance to membership in the Master Plumbers' Association could only be secured on the applicant passing some qualifying examination.

A man receives a license to practise medicine on passing the examinations prescribed by an association of doctors. It is the same in regard to law. It is the same in regard to dentistry. And why should it not be that he who would obtain a license to practise plumbing should first of all pass a qualifying examination such as is prescribed by an association of plumbers?

ADVANCE IN WIRE NAILS AND TACKS.

The various iron associations are holding their quarterly meeting in Montreal this week.

The Plain and Bard Wire Association has disposed of its business without any change.

The association on wire nails decided to advance their product 5 per cent. The discounts are now as follows: Province of Quebec, 70 and 12½ per cent. off the list; Ontario, 70 and 7½ per cent. Delivery is as before.

In tacks an advance has been ordered in shoe rivets.

The price on iron steel wire has been fixed at 10c.; brass ditto, 25c.; duck billed, 17 gauge, 17c.; ditto, 16 gauge, 16c.; discounts, 20 per cent. off the list.

Soft steel shoe nails and Swedes iron ditto have been placed at 50 per cent. off the list.

UNPROFITABLE SERVANTS.

AN agitation has been started in the United States with the object of holding a convention of business men to inform the politicians "of the attitude of the business world on the coinage question."

In Canada we have no coinage question to disturb and unsettle trade. Our currency is quite suitable to our requirements. But our politicians need to be informed of a good many things of which they are now designedly or unconsciously ignorant.

Both Cabinet and Parliament at Ottawa need to be taught the lesson that trimming sails for party exigencies or pandering to race and creed is not transacting the business of the country. On the contrary, while these things obtain, the business of the country is being undone instead of done.

The present session is one of the most lamentable evidences we have had of this since Confederation. For three months, the House has been in session; and what for? Merely to keep boiling the pot of race and creed; dividing race against race and creed against creed; creating food for sharpening the appetites of fanatics, who in the name of religion would tear each other to pieces.

While this is going on not only are the business interests of the country dying of neglect, but the Dominion is retrograding. A country cannot stand still. It must either go forward or backward. There is no middle point where it can lie down and sleep.

Goodness knows when this race and religious war in the hearts of the people will give place to peace. But one thing is certain: every year it continues it throws the country and the business interests of the country back a decade. If this thing goes on we shall ere long be back into the middle ages, instead of stepping into the van of the nations, where the natural resources of the Dominion and where the physique of our citizens entitle us to be.

Had the politicians at Ottawa—we cannot call them statesmen; we have no statesmen, or, at least, enough to act as pall-bearers to a light-weight corpse—passed the three months in discussing ways and means o

hoeing corn they would have done more good than they have done in discussing the question they have: they would not, at any rate, have done as much harm.

HARDWARE AND METAL is fully persuaded that the Manitoba school question could have been amicably settled in three weeks at the outside, had the politicians been as zealous for the interests of this country as they have been for party welfare.

Had the different mercantile institutions of this country been conducted for three months on the same lines as the business of the Dominion has been at Ottawa during the last three months, what would have been the result?

Supposing, for instance, that the clerks and salesmen of the different establishments had arranged themselves into different factions and had spent their time day after day for three months reviling each other with a view to gaining some personal advantage, allowing, at the same time, the interests of their employers to go by the board, what would be the natural consequence? It would be either one or two things: If the employers did not throw these unprofitable servants out root and branch, the creditors would throw out the unwise employers in short order.

The gentlemen who sit in Cabinet places at Ottawa and occupy seats in Parliament there are the servants of the people. The general election—the day of reckoning—is not many moons away, and if the masters do not treat their servants as they richly deserve to be treated they will have proved themselves to be no longer fit for representative government. But the masters are aroused, and if they keep aroused, the next Parliament will see an at least partially refined membership.

The question is not so much now whether a candidate for parliamentary honors is Grit or Tory, as is he possessed of average business common sense. What the business interests of this country need in Parliament is first of all men who are schooled in business practice, and men with whom party is a secondary consideration.

This country is reaching a critical stage in its history. There are questions pressing upon us that demand the attention of statesmen, not ward politicians. Although there is a dearth of these men in Parliament, thank goodness there is not in the country. We want now to bring into public life those who are in private life and relegate to private life the great majority of those at present in public life. There need be no concern for the future of the Dominion then.

REDUCED FREIGHT ON BINDER TWINE.

The railways have decided to reduce the rate on binder twine in less than carload lots to all points to 25 per cent. over the rate on car lots.

The object of the reduction is to promote the distribution of small quantities.

ONTARIO HARDWARE ASSOCIATION.

THE second meeting for organization of the Ontario Hardwaremen's Association was held in Palmerston on the 26th ult., and it was a most successful affair. The representative men of the whole district were there, and the association starts off with a membership of seventy.

One of the features of the meeting was the decision to adopt this agreement, which explains itself:

WHOLESALE AGREEMENT.

We, the undersigned manufacturers and wholesale and retail dealers in hardware, stoves and tinware, agree to do all in our power to abolish unjust preferences to the intent and purpose that the retail dealer shall not be subjected to unfair competition, by placing on the wholesale jobbers' list of persons, firms or companies who are not strictly in the wholesale business, whereby the legitimate wholesale and retail trades of this province of Ontario are injuriously affected.

And we further agree from and after the signing hereof, not to furnish, sell or supply, goods, wares and merchandise to any person, firm or company, not engaged in the legitimate retail business of hardware, stoves or tinware, to the injury of the retail trade.

It being understood and agreed that the retailers, members of this association, shall, all things being equal, give their preference in trade to the manufacturers and wholesalers who shall sign this agreement and observe same.

Dated this day of A. D. 1896.

WITNESS

Signed on behalf of the members of the association.

WITNESS

PRES. O. H. A.

We, the members of the Ontario Hardware Association, agree to buy our wares from the manufacturers and legitimate wholesale dealers who sign what is known as the Wholesale Agreement, prepared and approved by this association on the 26th day of March, 1896.

WITNESS

PRES. O. H. A.

SUBSTITUTION OF GOODS IN WAREHOUSE.

THE question of the substitution of goods held under a warehouse receipt has been receiving a lot of attention from the mercantile public of late. The cause was the testimony of General Manager Hague, of the Merchants' Bank, in an insurance case at Montreal recently. This was an action taken by the bank, and one Chisholm, a warehouseman, for the recovery of some insurance from the Citizens' Insurance Co.

Evidence was adduced showing clearly that goods were regularly substituted for others in Chisholm's warehouse. In the course of his examination Bank Manager Hague stated that substitution was allowable under certain circumstances.

This stand was disputed by several other bank managers, and at last individual merchants demanded that the Montreal Board of Trade should take such action as would correct any impression that might arise that the substitution of goods under a warehouse receipt was the custom, and allowable in Montreal.

The Executive of the Board held a private meeting which is currently reported as a pretty hot one, and opinions were not minced, it is understood. It finally culminated in the following resolution, taking a directly opposite stand from that of Manager Hague, in fact declaring the practice criminal. The resolution was: "That the Council of the Montreal Board of trade desires to correct an impression which appears to

prevail, that the substituting of goods held under warehouse receipts is allowable, and the custom in Montreal. And the Council desires to make known the fact that that substitution is a criminal offence."

"CHEAP" WHITE LEAD.

It is alleged that some of the grinders of white lead in Canada are using dry white lead of an inferior quality in order to make a product, at a price.

At the price obtaining in England to-day for good reliable brands of dry lead, the cost to make the same up into the manufactured commercial article is about \$4.69 per 100-lbs., Toronto.

Obviously, at this price the grinder cannot afford to sell at the price he is to-day; and yet it seems that he is unable or indisposed to advance his figures. The result of this is that he is turning his attention to inferior German and American dry lead, which can be obtained at about \$10 per ton cheaper than the high-class English product, which is the kind ordinarily used.

Some of the founders, it is said, are even putting this cheaper article into irons bearing their own standard brands.

The fruit of this is so obvious that it is surprising that houses should condescend to do so: The inferior lead must eventually injure the reputation of their brand, and following an injured reputation comes loss of trade.

CAUSE OF THE DEARNESS OF PARIS GREEN.

The strength of the market in Paris green is due, the trade will remember, to the high price obtaining for arsenic and sulphate of copper, two of its chief elements.

It seems that the advance in arsenic is due, in part, to the fact that the article has been cornered in England by a syndicate.

The advance in the ingredients in question has been something enormous compared with the figures ruling a year ago. For instance, a year ago arsenic was quoted at \$65 per ton, now it is \$140, an increase of over 115 per cent.; sulphate of copper was \$65, now \$80, an increase of 30.76 per cent.

According to advices recently received, English Paris green would cost something like 16c. per lb. laid down in Toronto.

CANADIAN CHROME IRON ORE.

Canadian chrome iron ore has recently been receiving some attention from the Carnegie Steel Company of Pittsburg, over 500 tons having been shipped to that firm since January 1 by Mr. Hugh Leonard, of Garthby, Quebec.

How this ore has turned out may be gathered from the fact that Mr. Leonard has received another order from the Carnegie Company for an additional 250 tons, which is believed to be the largest order for chrome ore ever placed in Canada by that company.

STOVE MOLDING.

THE following is from an article in The Iron Molders' Journal, by a contributor signing himself "Squire :"

I have never seen any of our members attempt to give light on that branch of our trade which gives employment to over 11,000 molders, the great bulk of whom have to be skilled mechanics. I refer to stove plate molding, a branch that not only requires muscle, but brains as well, if the molder proposes to become, what all should be ambitious to be, first-class workmen. To be such requires a steady hand, a clear head, and a watchful eye, added to these a keen perception, so as to be able to take advantage of the many things that to the inexperienced and heedless are meaningless nothings, but which are to the true mechanic what the mariner's compass is to the sailor, a guide to steer him on his way, and avoid the difficulties besetting his path. Many of our first-class machinery molders, who can dig out a hole and make anything that can be given to them in a machinery or jobbing shop, and who think that plate molding is no trade, would be just as much lost if placed in a first-class up-to-date stove foundry as the plate molder would be if dropped into the former's pit. While they are kindred in many respects, they are as diverse as the poles when first-class work of either or each is required. With this brief summing up of the two principal component branches of our trade, we will try to give a few object lessons in stove plate molding.

The requirements of plate molding are neatness, dispatch and weight. To make first-class work it is necessary: First, that the mold shall be perfect and devoid of what we call dirt, or, more properly speaking, free from small particles of sand, which seem to have a perplexing tendency to get in. Second, it requires speed. Fully nine-tenths of stove molding is done by the piece (a legacy of our forefathers by the way), and it becomes necessary to make it quickly, if you desire to make fair wages and keep your end up. Third, the day of stoves half an inch thick has gone by, and in its stead are made those which, figuratively speaking, you can see through, and which often tax both the patience and skill of the workman to their utmost to keep the weight down to what is almost universally called for, ten per cent. over the weight of patterns but little thicker than your thumb nail.

No general rule can be followed, for there is a vast difference in sand and other facilities in the various shops and stove centres throughout the country. But there are three rules applicable to all localities, and which must be followed to make perfect castings—namely: A well-rammed mold, neat finishing and skilful pouring. Too many molders are prone to shirk the peening necessary to make a good parting, thereby causing a ragged edge, a heavier casting, and an im-

perfect plate. And let me just add here that the judicious use of facing is another feature that must not be overlooked in the turning out of good work. Some grasp the charcoal bag, and by their thoughtlessness spoil what otherwise would have been a perfect piece of plate, seemingly never thinking or realizing that charcoal is used to prevent the facing from adhering to the pattern, and that the less that can be used to accomplish this purpose the better it will enable the heavy facing to do what is intended—that is, to prevent the iron from burning into the sand and to put a smoother face on the casting. A little watchfulness on the molder's part will soon make him conversant with the quantity to be used in handling facing he is not accustomed to.

The turning out of castings to weight is another important study, and one upon which some might, to great advantage, give considerable thought, instead of thumping and banging away with their rammer till the shop resounds with the thuds, and which causes the man by the wall to look up and say to his partner, with a smile: "Do you hear Joe smashing her, he is surely going to 'make a spoon or spoil a horn' to-day." But despite the thumping, the casting, if it don't have a big hole in it, will still be heavy. And why, you ask, when the sand is hard as a rock? Simply because all muscle and no brains have been used.

For example, let us take a wing bottom. After riddling on you will see some molders fill the sink with sand and ram it as hard as a stone, evidently having the impression that the whole weight of the bottom is dependent on the sink. Now, let us reason for a moment. Look at the bottom after being turned over and in the position it will be poured, and you will find the sink on which your sprues will be set is many inches higher than the rest of the mold. From this you can see that it is not the sink that will have to stand the pressure of the iron, but the wings and other parts which are lower. Having made this clear, let us now mold it. After riddling over fill the sink and ram it firmly, not hard; fill up the drag and peen well, after treading evenly, butt it solid all over; strike off and vent well with good open gutters to carry the gas away quickly. Be sure to get your board solid and not rocking at the corners; make an even bed on your floor, and after rolling over be careful to have the bottom board resting solid. Without a solid board and a solid bed you will have a springing pattern, and what is bound to follow, a heavy casting, to say nothing of the inevitable rat, which will sometimes make you swear before it is caught. Now ram up the cope, peening the outside and deep bars carefully and firmly. Before rolling up, drive a block firmly under each hinge. In making heavy work do not trust to a dog driven into nowel and board without blocking the hinges or heavy

castings will almost surely follow. A heavy cope rolled on hinges without being blocked is bound to sag more or less, and the pressure of iron will, rest assured, find the weak spot. In rapping the pattern don't use the mallet like Abe Lincoln handled the beetle in splitting rails, but use it for the purpose intended, simply to loosen the pattern and no more. The heavier you rap the heavier the bottom. Much time can be saved in finishing. Always carry your tools along with you, so that they can be easily reached. Don't run to two or three boxes for a draw hook, a facing bag, or sponge pot, as so many do. Do not sponge the mold over every hill and hollow; it is waste of time and more liable to do injury than good; but use judgment as to where the iron will find a weak spot, and there moisten the sand to give it more tenacity and resistance. After closing and clamping tightly let us proceed to pour the bottom. Strike the sprues lightly at first, increasing the volume till the wings are nicely covered, when we ease up the pressure by cutting on the back sprues, if a three or four up, at the same time lessening the volume on the front ones till we cut, which can now be done "short" in safety as the sand in the sink is not too hard for the iron to lie upon.

There are, of course, many parts of stoves that gain but little weight, such as sides, etc., and heavy ramming on such work is a waste of labor and time. Use good judgment, which will soon come if you are observant regarding clamping and cutting, and by these means obviate the necessity of much laborious work.

SUMMER FREIGHT RATES.

The various Boards of Trade were notified on Tuesday last by the G.T.R. and C.P.R. that the summer freight rates on all kinds of merchandise went into effect on April 1st. This, it is expected, will brighten up trade materially.

WRITE FOR ONE.

A perfect and handy letter opener is that sent us by Walter H. Cottingham & Co., of Montreal. We have not their permission to say so, but we suppose if any of our readers are anxious for one that Cottingham & Co. will be pleased to accommodate them.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON

DROPS FROM THE EDITOR'S PEN.

Peevishness in merchants is neither profitable nor politic.

Circular advertising seldom goes the round of the trade circle.

Merchants who pay attention to children earn the smiles of mothers.

Business men who keep moving are usually those who stick to one place.

On the ground that he cannot afford to be dishonest, every young man ought to be honest.

Taking it day in and day out, it is far safer to lie via the tongue than via the advertisement.

People riding hobbies should be careful: More hobbies are ridden to death than to victory.

Gold is all right as a lubricant, but it cannot take the place of persistency in business building.

The sun that frees the waters from their wintry ice bonds will cause trade to flow more freely.

There are fools who kill business as well as fools who kill men. The price cutter is one of them.

It is well to look at a business twice before you wed yourself to it: love at first sight is not always wise love.

Those who are not converted to early closing by these warm, spring-like days must be past redemption.

Good trade cannot be secured by bad goods any more than can a wagon be pulled uphill by drawing the linch-pin.

Courteousness in merchants or clerks cannot run and be glorified when weighted down with affectation and formality.

Penuriousness in advertising is not judiciousness. And judiciousness in advertising is one of the secrets of success in business.

If more men were to "post" themselves before going into business there would be less posting of books by assignees afterwards.

Merchants and manufacturers who are not as careful regarding the reputation of their products as they are of their character are likely to lose both.

Le Prix Courant, of Montreal, came to hand last week in elaborate and substantial form. It was the annual spring number.

The cover was handsomely lithographed and its 85 pages showed excellent letter press as well as liberal advertising patronage. Le Prix Courant has reasserted its right to be termed the prince of French-Canadian trade journals.

A merchant can no more exist upon the reputation he made years ago than can a locomotive proceed on its journey by the aid of the coal consumed the day before.

Commercial travelers who were recently snow-bound for three days were surrounded by lots of the "beautiful"; but they did not see it: it was not the business with which they were enamored.

A merchant cannot take his store with him after he departs this life, no matter where his destination may be; but that is no reason why he should be careless about the appearance of his store.

If the gentlemen at Ottawa, Liberal and Conservative alike, instead of fighting on a comparatively barren question, would turn their attention from Manitoba schools to cold storage they would benefit Canada more.

This is what may be termed a carom shot: It hit the nail on the head and administered an undercut to the House of Commons. And Dr. Parkin made it.

An association that does nothing for the benefit of the trade it represents has no excuse for existence; and the members of an association who cannot make it live and health-imparting to business must turn their attention to sawing wood.

No matter how learned and experienced a merchant may be, he cannot without his trade paper know what is going on in the commercial world any more than can a man, be he as tall as a Colossus, see all that is going on in the world around him.

NEW STORAGE BATTERY PROCESS.

An interesting application of the storage battery is that proposed on the experimental electric equipment for the Thirty-fourth street branch of the elevated railroad of this city. It is, of course, desirable to get the elevated trains up to speed as quickly as possible. This calls for a heavy current until speed is attained, after which the current required to maintain speed is much less. To meet this condition, it is proposed to equip each electric locomotive with a storage battery which will supply the surplus required for starting. After speed is reached, the current for the locomotive will be switched off from the battery, the locomotive drawing from the conductors only. During this time, and also during the time the train is standing at the station, the battery will be recharged from the main current. The

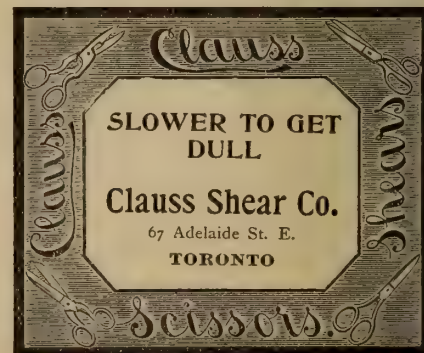
result will be to equalize the demand upon both main conductors and central station, thereby reducing the capacity required, in both conductors and station, to the average consumption. Without the batteries, these capacities would have to be equal to the maximum demand.—American Machinist.

WATER POWERS.

That the work of the Niagara Construction Co. has directed attention to the development of many hitherto neglected water powers is shown by the fact that a great deal of quiet work is now in progress, which, if carried out, will establish many new and important industrial centres, says Metal Worker. For many years past water power has been neglected. Manufacturers have not found it economical, all things considered, and have preferred to locate along the railroad and buy coal. This is easily understood when it is remembered that the conditions which create a water power are usually such as to render access to its adjoining mill cite inconvenient. Now that the distribution of the power of a fall by electrical currents has been shown to be practicable on almost any scale of magnitude, water powers have acquired a new value and plans for their utilization are numerous and important. Manufacturers of turbines and electrical machinery are furnishing estimates to all parts of the country, and if one in ten of the plans now under consideration is carried out the direction of industrial development is likely to be changed within a very few years. The most promising field now open to inventors is in finding cheaper conductors for currents of great volume and relatively low intensity, than are now at the command of the engineer.

HUMIDITY IN DWELLINGS.

It being granted that humidity in dwellings is the cause of many diseases, the following simple method of testing, which has been suggested by The Lyon Medical, is interesting. It directs that doors and windows of the room must be closed to prevent the entrance of exterior air and that a piece of fresh quicklime should be left in the room for twenty-four hours. It claims that in an ordinary room, if three quarters of an ounce of water is absorbed by the lime, the room may be considered unhealthy. The amount absorbed is determined, of course, by weighing the lime. Our authority, unfortunately, fails to state the size of the room.—Scientific American.



TRUE TO GAUGE

HAMMERED CHARCOAL BAR IRON

HIGH IN GRADE
COSTS NO MORE

UNIFORM
QUALITY

The Guelph Norway Iron and Steel Co., Ltd.

ROLLING MILLS - GUELPH, ONT.

OIL UPON THE WATERS.

MR. W. GENTSCH has been, says Kuhlow's, exercising his brain on the subject of calming the sea. Soap has recently been praised as equally effective as oil. Solutions of two or three per cent. are said to give satisfactory results. The captain of a French ship, the Senegal, tried a solution of 3 kilogrammes of soap in 37 litres of water (about 6lb. in 60 quarts) on the Adriatic, and obtained a quit belt of about 30ft. in width. German statistics show however, that this soap solution is useless unless fairly concentrated. According to Admiral Cloue who lately reported to the Paris Academy, oil may be simply poured over tow, fish oils being by far the most suitable. The admiral says that the layer of oil floating on the waves could not be more than 1-90,000th millimetre thick. The effect is supposed to be due to an increase in the surface tension. In the opinion of Dr. M. M. Richter, of Hamburg, it is essentially the oleic acid, which though very sparingly soluble in water, spreads with wonderful rapidity on the waves. This would perhaps explain Cloue's observation on the advantages of fish oil. When the sea is to be calmed at a distance ahead, oil bombs are thrown. Some of these consist of an iron tube encased in wood, held by a bag with a calcium phosphide cap in front to mark the position, and a combustible valve

block at the end to keep the discharge holes closed until the projectile is shot. Sometimes the oil capsule is projected by a sort of sling. An oil cylinder attached to a float was recently tested at Kiel and Bremerhafen with very good results.

AN EXAMPLE TO BE COPIED.

The French Academy of Science has selected a problem for competition in 1897 for the Fournayron prize. There is wanted, according to a contemporary, "a demonstration of the theory of motion for cycles, and especially a thorough treatment of the conditions for the rigidity of these vehicles under propulsion in straight lines as well as in curves." The competition is international, but papers must be written in the French language and must be sent to the secretary of the Academy of Science in Paris before June 1, 1897. The same functionary gives detailed information of the conditions of the competition. A similar competition in the United States, undertaken under guarantees for impartial decision and in such a manner that the practical results would become the property of the nation at large, would go far to establish a superior American type of construction in a manner that would prove of advantage to our manufacturers.

Messrs. D. C. McDougall & Co., of Campbell's Cross, general merchants, have leased the corner store in Mrs. Secord's block, Acton, Ont.

U. S. LEAD PRODUCTION.

THE preliminary statement of the production of pig lead in this country for 1895 has been issued by the United States Geological Survey, and shows in net tons total production desilverized, for 1895, 201,992; 1894, 181,404. Of the total production 6,242 tons were antimonial lead and 51,613 tons were the product of foreign mines, of which 17,282 tons were exported.

The production of soft lead in Kansas and Missouri in 1895 is reported as 39,890 tons. The department estimate of consumption in this country is shown in the following table, and shows an increase, as compared with 1894, of 49,521 tons.

	1894.	1895.
Product Desilverized Lead.....	181,404	201,992
Product Soft Lead.....	37,686	39,890
Imports Refined Lead.....	8,200	22,947
Stock Domestic Jan. 1.....	7,496	8,586
Stock Foreign.....	3,302	7,181
Total Available Supply.....	238,088	280,596
Foreign Base Bullion.....	29,000	172,282
Manufactured Lead, exported under Drawback.....	950	2,000
Stock Domestic Jan. 1, 1895.....	8,586	.....
Stock Domestic Jan. 1, 1896.....	.....	9,557
Foreign Stock in Bond Jan. 1, 1895.....	7,181	.....
Foreign Stock in Bond Jan. 1, 1896.....	.....	9,865
Total.....	45,517	38,704
Balance Home Consumption.....	192,371	241,892

—N. Y. Metal Market Report.

ON THE HUSTLE

Our travelers are now out showing samples of our 1896 line. If you have not already contracted to handle our wheels it may pay you to learn more about our product. We know what the public want better than most people, and that is what we are supplying. Let us hear from you.

The McCREADY CO. Ltd.

149 Yonge
Street

Toronto, Ont.

HURRAH FOR PIERRE CURLE.

A Canadian Legend of Curling.

Why for dose Scotch man be so proud
An' promenade de town?
An mak' big hoorah on de hie
De sam' she's hall ee's hown?

What for she's wear Tom Shanty, ha
Flourish de broom de sam'
If he can swip dees country too
For play Pierre Curle his game?

Dey put de picture on de press
An mak' hup plenty yarn,
An' say heverybody on dat club
'S come from John Tomson ee's barn.

Ha! dass tout blag—juss foolishness,
Before dose Scotch fellah
Was civilize for wear some pants
We have curl on Canada.

On Canada dey's learn for play,
Halso what for cili de game
For, Pierre—das stone, and for Pierre Curle,
Curling stone, das d' Hingish name.

Dere's one grand history—romance also,
Attendez! I'm to'd you hall;
Who's start de game? Dass hole Pierre Curle,
Across from Montreal.

Long time ago, before de bridge,
Before the steamboat, too,
Pierre run the Longueuil ferry boat
Hee's bring the mail also.

Bimeby she's froze up on de fall
An' mak' 'em smoothe an' nice.
But hit's can't pass de mail wagon,
He's not yet strong, de hie.

Marie's live cross de hudder side,
Pierre write 'em hevery day,
De ferry's froze, the mail she's block—
But love ee's find de way.

An' love ee's plenty smaat also,
She's not wait pretty long;
An' p'raps Pierre Curle ee's strong man, too,
But love mak' tree time strong.

Marie, ee's hungry wait for lettre,
She's swip de house an' cry,
Bimeby she's pass on d'water bank
An' waive de broom hup high.

One sheet of hie join dis two soul,
Also kip dem apart;
Den Pierre on ee's place write "my love,"
An Marie's put "sweetheart."

When Pierre see dat ee's write de lettre,
An' pass close to de shore;
He's tak' one stone—bout hundred poun'—
De love mak' one poun' more.

She's fast de lettre wit' true love knot.
She's swing de harm, once, twice,
An' de message go on hee's sweetheart
Across tree mile of h.c.

Sometime de stone turn hin—turn hout—
For pass sum lump, mebbe—
Den cross de ridge—hog back, ye call—
An' stop where ee's mark de T.

Marie she says, "Dass strong love sure!"
She go on de store right straight,
An' buy 'leven yard red c dico
For mak' de dress tout suite.

Now dass de sam' hole game dis day,
Since Pierre Curle mak' de s'art,
De message win de prize for sure
Dat come mos' close on de heart.

Now, hole an' young—some crank also—
De sam' lak broders come,
On school question ee's drown de hax,
Troubl's fly before the broom.

Ho'e Pierre hee's gone—but, in hour heart—
She's live so long de worl';
An' hevery nation mak' tree cheer
For Canada, also Pierre Curle.

J. ST. L. MCGINN.

A GRATIFYING REPORT.

Reports from Acadia Mines say that the iron works there are operating throughout the entire system, and that the condition of business at the works never was better. The sum of \$14,000 was paid in wages for the past month's work, \$4,000 of which was earned in the rolling mill. A number of new firms have gone into business and if the present large business continues, the benefit of the work done will be felt throughout the county.

AN EFFECT OF THE U. S. LAWS.

The Nicaragua merchant marine has received a very large accession in the shape of a four-masted steel ship, built in England and owned by citizens of the United States. The new owners did not care to keep the British flag on their property, and the laws of their own country forbade their putting our flag on her, so they compromised by registering her in a small Central American State whose flag will probably not be recognized without reference to an index to the flags of all nations in any port she will enter. If the laws of the United States prevented Flint, Eddy & Co. from employing or from owning a foreign built ship it would be easy to see that the law was designed to make them buy ships built at home, but so long as there is nothing to prevent them from buying and sailing a foreign-built ship there is no intelligible reason why they should not be allowed to register her in the port of New York and sail her under the American flag. Are we maintaining laws to increase the merchant marine of Nicaragua?—N. Y. Journal of Commerce.

SAFE OIL-STOVES.

It may be a new idea, remarks an English paper, that oil-stoves may be dangerous, but Mr. Spencer discusses the point, saying: "The chief danger of the mineral oil-stoves now in general use arises from the considerable outflow of oil which takes place on the stoves being upset. Occasionally the solder gives way as well, and the reservoir is practically emptied of its contents. The direction in which safety in the use of mineral oil-stoves is therefore to be sought consists in the reservoir being strong and well made, in the secure attachment of the burner where it is not absolutely fixed, and in the closing up of all openings into the reservoir save that into which the burner fits. To prevent liability to explosion the precaution should be taken of enclosing the wick in a safety tube reaching nearly to the bottom of the reservoir, and as an additional safeguard against outflow the wick should exactly fit the wick-tube."

**High Velocities. Low Pressures.**

Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**

THE SMOKELESS POWDER CO., LTD.

Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



**TRIALS by ELEY BROS. and
"ROD & GUN."**

UNEQUALLED RECORDS.**VELOCITIES:**

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.**Pads penetrated (Eley's Special) 30'6.****Pressures 2'17 tons only.**

All future issues made to this standard.

**SMOKELESS RIFLE AND REVOLVER POWDERS.**

(SR) For Martini-Henry and similar large bore rifles;
also for punt guns.

"Rifleite '303." For Lee-Metford and other
Magazine and Sporting
Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military
Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore
also for Morris Tubes.

(SV) For Revolvers.

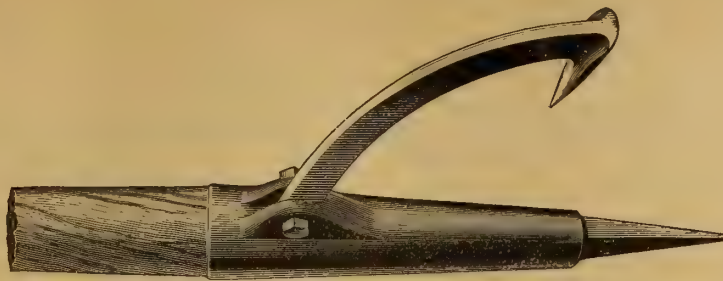
Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER
Wholesale Agents for the Dominion: **LEWIS BROS. & CO.**

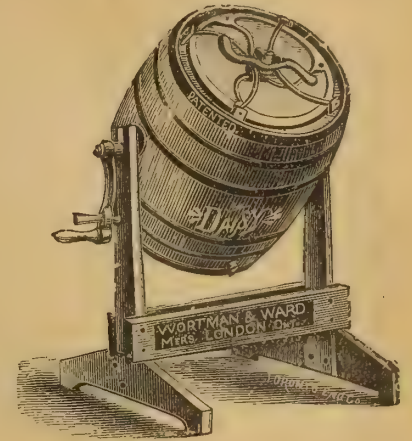
30 St. Sulpice St., MONTREAL



Hartz Blocks.



PEAVIES, CANT HOOKS AND HANDLES, BLOCKS, PIKE
POLES, CHAIN, ROPE, OAKUM AND OTHER
SUPPLIES FOR LUMBERMEN.



H. S. Howland, Sons & Co.

WHOLESALE
Hardware Merchants, **TORONTO**

All Sizes, 0 to 5
Orders filled
Promptly.

ADVERTISING AXIOMS.

THE following gems of advertising wisdom and advice were sent to the press a short time since by a New York advertising agent:

The reward of the faithful advertiser is certain.

Man advertises and the people make purchases.

"Many men, many minds." Many ads. in many publications, many buyers.

"From nothing (in the leading publications) nothing comes." From something, however, results are sure to come.

"May his fame endure forever"—The advertiser who advertises with sensible copy that appeals to the sense of the people.

"The better the day, the better the deed." The better the "ad." and the better the mediums used, the better the results.

If you have something that the people need, advertise "with courage and faith," and the people at home and abroad will respond to your profit.

Do not forget that an advertisement in "perpetual motion," if it is good, will wear its way into the people's memory, with consequent results to you.

Here is a suggestion—"Make your advertisement an argument deriving its force

from the situation, and present it clearly to all to whom it is addressed."

Lack of trade is bitter, but results from good advertising are sweet.

"Art is long, but life is short." Don't make your "ad." too long or too short.

"The effect ceases with the cause." Therefore, advertise with constancy.

"Ads." should be written in words that burn, but not necessarily in glowing language.

The motto of New Mexico: "It increases by going." So does an "ad." Is yours going?

"The burden which is well borne becomes light," and the "ad." well printed brings heavy results.

"Better be wise than rich," says an old proverb, but the majority by far would rather advertise and get rich.

To be prominent anywhere one must have marked characteristics. So it is with an advertisement in the crowded columns of newspapers and magazines; in order to produce the best result it must be clear, definite, conspicuous and fresh.

THE STORE WINDOW.

It is impossible to pay too much attention to the store windows, says Stoves and Hardware Reporter. The condition of the pane of glass itself has a great deal to do with the impression made on the passer-by. If he

has to strain his eyes to see through accumulated dust and grime, he is not likely to feel induced to buy what he sees there, no matter what it may be or how excellently it may be displayed, or how much merit it may possess. Generally he will not look at all. Many a really good display in hardware windows has been deprived of much of its effect by the streaked or soiled window panes. It may not be that the hardware trade is a sinner in this regard above others, but it has its full share of blame to meet. An exchange gives the following directions for cleaning the store window. Choose a dull day, or at least a time when the sun is not shining on the window; when the sun shines on the window it causes it to be dry streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed simply in warm water diluted with ammonia. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspapers. This can be done in half the time taken where soap is used, and the result will be brighter windows.

English Boat Varnish

For Canoes, Racing Shells and general outside use.

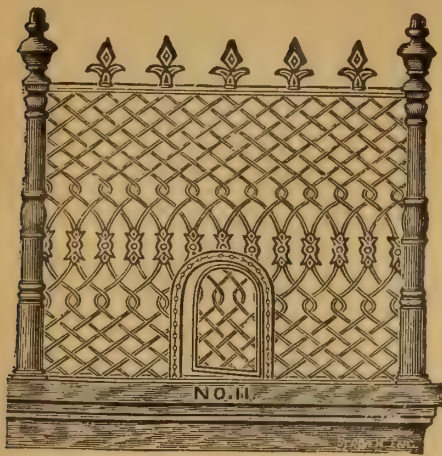
NONE BETTER MADE.



**BICYCLE ENAMELS
And VARNISHES,
PARIS GREEN,
BUG KILLER and
SULPHATE OF COPPER**

We want 200 lbs. Beeswax
Have you any to offer?

SANDERSON PEARCY & CO.
61, 63 and 65
Adelaide St. West **Toronto**



Bank and Office Counter Railings Inside Wire Window Blinds and Signs PLAIN and LETTERED. Basement Window Guards

Manufactured by

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd.

Eastern Agency 422 St. Paul St., Montreal. - Hamilton, Canada.

THE COUNTRY HARDWARE STORE.

THE average country hardware store is a general supply house, says Age of Steel. It may not have much of anything, but it has a little of everything. It is an assemblage of odds and evens, and of ingenious appliances and staple articles that in their general use and in their application to various human needs, makes the country hardware store as important as the post office, the railway depot and the grain elevator. Here the farmer comes for the wire with which to fence his fields, and the spade with which to dig his well. The lock for his door, the latch for his gate, the buck saw for the wood pile, and the shears for his sheep are all found in his local hardware store. The housewife in need of a sad-iron or a kettle, a churn for the dairy, or a wringer for the wash tub; a carving knife for the thanksgiving turkey, or a spoon for ice cream, a hammock for a summer siesta, or a screen to checkmate the musical mosquito—for these and other indispensable articles in domestic life the hardware store is the unfailing treasury. The lantern that lights the stable and the lamp that illumines the home; the stove that serves the cook and

the knife that peels the potato, all are supplied from the same source. The local mason that needs a trowel, the carpenter that needs a square, a chisel, a hammer, or a plane, and the painter in search of white lead or oils, all rendezvous at the same house of supplies. The sportsman that wants powder or shot for quail or rabbit, a collar for his dog, or a fishing rod for an angling excursion, a trap for a mink, or a decoy for a duck, he too secures his needs in the same quarter.

If a boy wants a bicycle or a girl a pair of skates; if a bell is needed for a wether, a cow or a sleigh; if hemp is wanted for a clothes line or a colt with a roving disposition, the wagon of the husbandman stops at the hardware store. The list might be almost indefinitely extended, but to anyone familiar with the general utility supplies of the average country hardware store, its importance is self-evident. In many instances, owing to local conditions, hardware supplies are associated with other lines of business. The merchant may handle coal, lime and cement; he may sell lumber and deal in plows, harrows, wagons and reapers, but it can be safely said that in the various lines of

hardware that find ready sale in a country store not the least important of rural wants is recognized and supplied.

GLASS SKATES.

"I believe the death-knell of wooden and metal skates has been rung," one of the largest English skate manufacturers is reported to have said recently. "Several practical inventors have been experimenting on these articles for years past," he continued, "and the latest result is a skate of glass, hardened by a recently-discovered process to the consistency of steel. The entire skate is of this substance, the upper part resembling a slipper, open behind, with a split-leather, 'lace-up' heelcap.

"Among several advantages stated are, that they are much faster than steel blades, and so extremely slippery that they will run almost equally well over rough, snow-covered ice as upon smooth, and also glide easily over inequalities, broken twigs and other obstructions. They are made very sharp, and, owing to their extreme hardness, it is impossible to blunt them; and unlike steel skates, they never want grinding, and cannot rust. The 'crystal skates' are really beautiful in appearance, being nearly transparent."

We Don't Misrepresent Our Bicycles

You will find them in appearance and durability to be just as we claim. We only handle honestly made and reliable wheels, in which each detail is perfected with the utmost precision of mechanical skill. And yet we have a large variety of styles at different prices. You can't fail to choose one that will please you, and you will still be pleased at the end of the season, for our guarantee goes with each wheel.

SEND FOR OUR CATALOGUE FOR FULL DETAILS ABOUT STYLES AND PRICES
WE WANT AGENTS EVERYWHERE

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

The kind that suits

How difficult it is to get a varnish that is just right. Some varnishes are all right in every respect, only they dry too slowly. Others dry too quickly. Then there are some that look nice and bright for a short time, but soon lose all their lustre. There are a great number of "wrinkles" about varnish making; and it takes years and years of experience to find out these "wrinkles" that make the varnish just to suit. Pratt & Lambert have given a lifetime to studying the knack of making varnish to suit. Those who use their varnish claim they have found the secret.

Made in Canada by

The Cottingham Varnish Co. Ltd.
MONTREAL

LEADERSHIP

Means superiority. To be a leader, in these days of keen competition, means undeniable merit. The Sherwin-Williams Paints have been the leaders on the American market for years, in competition with all kinds of paints, at all kinds of prices. They could never have occupied this position and hold it as they do to-day, only by reason of their goods being more satisfactory and better value than those supplied by others. They grow in favor because they do their work well.

S.W.P. is not cheap paint.
It is economical paint.

Made in Canada by

The Walter H. Cottingham Co.
MONTREAL LIMITED

WE SELL WHEELS TOO.



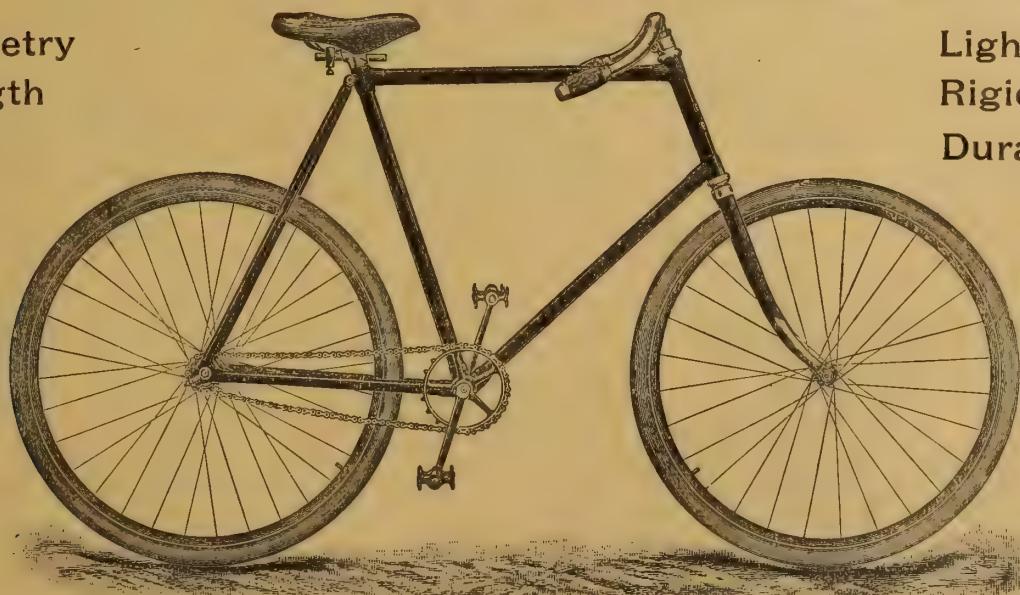
UNEXCELLED FOR

Symmetry
Strength
Speed

"The Cavalier"

LIST PRICE \$100.00

Lightness
Rigidity
Durability



CAVERHILL, LEARMONT & CO. - MONTREAL

Sole Agents for Dominion of Canada.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 3, 1896.

HARDWARE.

THE makers are holding their meetings here this week. Wire nails have been advanced 5 per cent., and some changes have been made in tacks. Other changes are not unlikely, though nothing definite is known yet. The summer railway freights came into force on Tuesday last, and the fact has caused more activity for goods from stock, notably in wire cloth, cutlery, draining tools, in fact, generally, as the houses are busy pushing forward goods which they have been holding for this reduction in sales. Otherwise there are few features to mention.

WIRE—There has been no change in wire, the makers continuing old figures. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Business is quiet, with no change. We quote: Barb, 3.12½ per 100 lbs.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

WIRE NAILS—An advance of 5 per cent. has been made by the manufacturers in session here. Discounts are now 70 and 12½ Quebec, and 70 and 7½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

CUT NAILS—At this writing no change has been announced in cut nails and the

jobbers are pretty busy pushing forward orders now that freights are down. We quote \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.; car lots 10c. extra.

HORSE NAILS—Business continues quiet in horse nails, and discounts have not yet been touched, 55 per cent. being the basis.

HORSESHOES—Quiet and steady at \$3.50 for iron, and \$4.75 to \$5.75 for steel, as to brand.

TACKS—Continues dull with prices higher in some lines, particulars of which will be found in our editorial columns.

SCREWS—There has been no change in screws as yet. We quote: Flat head bright, 77½ per cent.; round head bright, 72½ per cent.; flat head brass, 75 per cent.; round head brass, 70 per cent.

BRASS AND COPPER WIRE—A fair jobbing enquiry is noted with the discount the same at 12½ per cent.

COPPER RIVETS—There is no change in these, business being of a fair volume. The discount is 50 per cent. off the list.

CARRIAGE BOLTS—There is a fair enquiry for these, and as yet no change in the basis is noted, the discount being 60 per cent. f.o.b. Montreal.

ROPE—Business in rope and cordage is commencing to show improvement, business being more active, while prices are firmer if anything. We quote: Sisal, 7c. for 7-16 and upwards, and manilla 9¼c.

BELTING—Business is fair. Discounts: 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—There has been more enquiry, if anything, for small parcels of cutlery during the week.

CHAIN—There is no change in chain,

business ruling fairly active with prices steady.

SPORTING GOODS—No feature, demand being entirely wanting.

WIRE CLOTH—Brisk both for wire cloth and screen doors and blinds, all of which have been moving in large quantities since Tuesday. We quote \$1.50 to \$1.60.

PLUMBERS' SUPPLIES—Business continues on the mend in this line, though no marked activity is yet to note.

CLOTHES WRINGERS—Values are steady and trade has been pretty brisk.

CHURNS—There are quite a number of these moving, prices ruling steady on the basis of 70 per cent. for jobbing sales.

TOOLS—A good active demand continues for draining and fencing tools of all kinds.

BUILDING PAPER—Continues much as it was. We quote: Plain, 50c.; tarred lining, 60c., and tarred felt, \$1.60.

WARE—Household ware, both in tin, iron and enamelled, receives a lot of attention, and the volume of trade this week is increased.

MILK CAN FURNISHINGS—Business in these is much as it was a week ago.

POULTRY NETTING—Enquiry is moderate, and prices are unchanged.

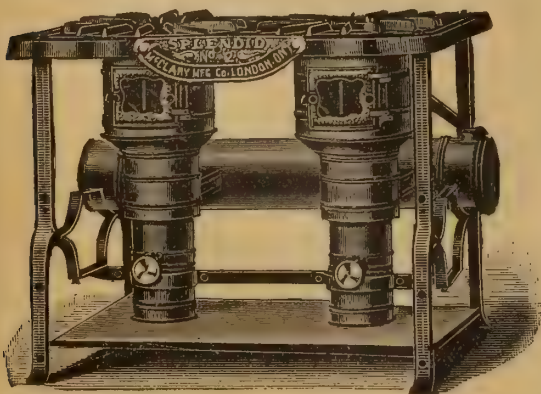
PLASTER PARIS—Business quiet, values ranging from \$2 to \$.25, as to quality and quantity.

CEMENT—Cables on cement continue firm, but importers are not doing anything. From stock business is dull at \$2.05 to \$2.20, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—Firm, but quiet, at \$17 to \$21 per 1,000, as to brand.

METALS.

The market for metals and heavy iron continues much as it was last week. Importers are not doing much, and the reduc-



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealer cannot supply, write our nearest house.

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Canada

The first letter in this word "C" was selected by us in 1865—now thirty-one years ago—as our Registered Trade Mark for Horse Nails made by us. We have faithfully endeavored, during all of this long period, to maintain their claim to be the first in Canada in every particular, quality, pattern and general excellence. If you want the best, ask for the "C" brand. Our name and brand is on each box. The cost is the same as other maker's.

CANADA HORSE NAIL CO.

MONTREAL



**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

**The Best Bicycle is
None too Good
For You.**

RIDE A STEARNS

WHERE'ER ONE TURNS
HE FINDS A STEARNS.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

tion in freights has not led as yet to appreciable change in the movement from stock.

FIG IRON—Offers of leading brands of Scotch pig have been made at a figure equivalent to \$19.50 laid down here, May delivery, but no business has resulted. From stock business is motionless and prices nominal at \$20 to \$21 for Scotch and \$17 to \$17.50 for Ferrona.

BAR IRON—There has been some increase in the enquiry for bar iron, but little has as yet actually resulted from it, and prices range as before: \$1.55 to \$1.60., as to quantity.

SHEET STEEL—Business in steel is quiet, but the feeling is firm on the basis of \$2.75 per 100 lbs. 8 to 16 gauge.

SHEET IRON—No great alteration to report. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25, and 22 to 24 gauge, \$2.30.

TINNED IRON—There is no change in tinued iron, which we quote at \$5.75 up to 20 gauge.

HOOPS AND BANDS—There is a good enquiry for hoops and bands at \$2.25.

FIG LEAD—Cables are rather steady on this metal, but there is no change on spot, business transpiring at \$3.25 to \$3.50.

LEAD PIPE—No change in values yet, and business fair at 7 to 7½c., with 30 per cent. discount.

GALVANIZED IRON—Importers are doing very little, having placed small contracts for the first steamers. Cables, as regards values, are steady. Spot values from stock continue as before, \$4.50 to \$5.50, as to grade.

INGOT TIN—Cables are firm in tone, but prices for local trade range as before, from 16½ to 17c.

INGOT COPPER—Business quiet and prices steady at 11 to 11½c., as to quantity.

SHEET COPPER—A quiet enquiry is noted this week at steady prices, 15½ to 25c.

IRON PIPE—The basis continues as unsettled as ever, and the volume of business is small. Discounts vary from 65 to 70 and 10 off.

CANADA PLATES—Values here are unchanged and demand not brisk at \$2.25.

TIN PLATES—Cables are easy, and offers for May shipment are made at sensible concessions. The fact makes importers indifferent. The actual jobbing demand from stock here is small. We quote: Cokes, \$2.75 to \$3, and charcoal, \$3.25 to \$3.65.

TERNE PLATES—Business in ternes is quiet and prices steady at \$5.75 to \$6.25, as to brand.

SOLDER—No change, demand being small at 11½ to 13c.

SHEET ZINC—Quiet and unchanged at 4½ to 5c.

SPELTER—Trade dull at \$4.50.

ANTIMONY—Featureless at 10c.

Dross

**BOUGHT OR
REFINED.**

**Stereotype
or Tin**

MY SPECIALTY.

**W. G. HARRIS, 25 to 31 William street
TORONTO**

Get
a

"Dayton"

if you want
the
easiest
running
wheel
in
Canada—

Finest Finish.

We have also cheaper
wheels,—in fact, can meet
any requirements in the
wheel line.

J. & J. Taylor

TORONTO SAFE WORKS

Tel.
1729

GLASS.

There is no change in the glass market. Business for importation has as yet been moderate, and the contracts for early spring shipment are not as heavy as they might be, considering the steady feeling abroad. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The advent of summer rates has stimulated the manufacturers here, and shipping is actively proceeding, although we hear of no special feature and few changes in prices.

WHITE LEAD—Firmly held at former quotations. We quote: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

RED LEAD—Nominally as last quoted, and very little business reported. We quote: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

LITHARGE—Steady; flakes, in original packages, 4½c.; ground, 4¾c.

PARIS GREEN—No change and little doing. We quote: Casks, 13½c.; drums, 14½c., and packets, 15½c.

LINSEED OIL—As noted last week. We quote: One to four barrels, 54c., raw; 57c., boiled; five to ten barrels, 53c., raw, 56c., boiled.

TURPENTINE—Quiet and steady at 45c. less 3 per cent. 30 days.

COD OIL—Newfoundland non-freezing cod liver oil is 15 to 25c. higher at \$1.90 per gallon.

SEAL OIL—Seal oil is firm and the prospects are that the catch will be light this season. We quote 42 to 45c.

RESINS—Continue steady. We quote: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The market continues precisely as it was last week. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8½c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business has ruled rather quieter. We quote as follows: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Beef hides have declined ½ to 5½c. for No. 1; 4½c. for No. 2, and 3½c. for No. 3. Calfskins are steady at 5 to 7c., and lambskins, 90c. each.

MONTREAL NOTES.

The "Cavalier" wheels are meeting a first-class reception. Illustrated catalogues

can be had on application to Caverhill, Learmont & Co., St. Peter street, Montreal, and mentioning **HARDWARE AND METAL**.

J. Wilson, the senior partner in Thos. Robertson & Co., heavy metal merchants, Craig street, sailed for England this week.

C. P. Fabien has just shipped one of his largest refrigerators to Winnipeg. These goods are giving great satisfaction.

J. Taylor, the manager of the Toronto Radiator Co., was in town this week. He registered at the Windsor.

Offers of leading brands of Scotch pig for May importation are made at a concession on present ruling spot prices and elicit little demand.

The Canada Paint Co. state that the advent of summer rates has stimulated manufacturers in the matter of shipping orders held for the reduction.

Advices on seal oil are firm and state that the expectation is for a short yield this spring.

Meakins & Co. have ready for the mail their new illustrated descriptive catalogue of their extensive line of brushes of all descriptions. The new list is a very handy one, indexed on the borders of the book so that a certain line of goods and their price etc., can be ascertained in a moment. The trade can have one mailed on application to Meakins & Co., S. Paul street, Montreal, by mentioning **HARDWARE AND METAL**.

Lewis Bros., the Canadian agents for smokeless powder, have given a medal to be shot for to their Smith's Falls agent, J. H. Lewis. This gentleman has put it up for competition by the local gun club.

ONTARIO MARKETS.

TORONTO, April 3, 1896.

HARDWARE.

THE warehouses are exhibiting a great deal more life this week. The new freight rates having gone into effect on Wednesday, the warehouses are now actively engaged in shipping goods that were awaiting the lower rates. Business is more active; a healthier tone generally prevails; and it is expected that the next few weeks will see a decided improvement in the trade of the country. Many of the orders coming in are accompanied with the request that they be shipped promptly in order that the goods may be in the warehouses before the usual spring break-up of the roads. Already some difficulty is being experienced in delivering goods to points away from the railways. A feature of the trade is an advance in the price of wire nails.

FENCE WIRE—A number of orders which had been awaiting the lower freight rates have been shipped this week. Otherwise trade has been quiet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Trade continues quiet and featureless. We quote: Barb wire, \$2.87½, plain twist, \$2.87½ per 100 lbs.; staples \$2.87½. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75

lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

WIRE NAILS—The manufacturers, at the meeting held this week in Montreal, have advanced prices about 5 per cent. Discounts are 70 and 12½ f.o.b. Montreal, and 70 and 7½ in Ontario, with delivery of 10-keg lots to where rate does not exceed 25c. per 100 lbs.

CUT NAILS—Enquiries are coming in fairly well, but only for small lots. A good many of the orders received during the past week have been for less quantities than the regulation 10-keg lots. We quote as follows: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is much as before. Discounts are 55 off.

HORSESHOES—Business quiet. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—The discount on double pointed tacks has been changed, it now being 90 to 95 and 12½ per cent. At a meeting of the association, held in Montreal this week, these tacks, which were hitherto outside the association, have been included in the regular fixed list at the prices given: Iron or steel shoe rivets, 10c.; duck-billed rivets, 17 gauge, 17c.; duck billed rivets, 16 gauge, 15c., subject to discount of 20 per cent. The discount on steel and Swedes iron shoe nails has been fixed at 50 per cent.

SCREWS—The same as before. Discounts: Flat head, bright, 77½; round head, bright, 72½; flat head, brass, 75, and round head, brass, 70 per cent.

BRASS AND COPPER WIRE—The demand is fairly good with discounts unchanged at 12½ to 15 per cent.

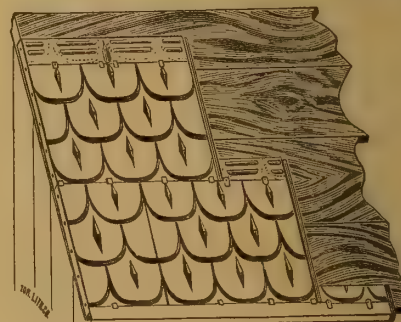
COPPER RIVETS—Business is quiet at the discount of 50 per cent.

CARRIAGE BOLTS—These are still going out freely at the discount of 60 to 60 and 10 per cent. f.o.b., Montreal, Toronto and Hamilton.

ROPE—The improvement noted last week has continued, both in sisal and manilla. Quite a number of enquiries are for the larger sizes. We quote: Sisal, 7-16 in. and

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

larger, 6¼c.; ¼, 5-16, ¾ in., 7¼c. Manila, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

CUTLERY—There is no change in the situation, business being of a light sorting up character.

SPORTING GOODS—Are still dull and featureless.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—Shipments are being made, but there is not much new business to report. Price is unchanged, at \$1.50 per 100 square feet.

COIL CHAIN—The chief demand has changed during the past week from the larger sizes to the smaller sizes for trace chain purposes.

PLUMBERS' SUPPLIES—Trade is beginning to pick up a little.

ICE CREAM FREEZERS—Enquiries are now coming in freely. Prices this year are net figures, ranging all the way from \$1.40 to \$7.

CLOTHES WRINGERS—Trade has fallen off materially. Prices rule as before at \$26.50 to \$27.

CHURNS—Trade remains very much the same as before, fairly satisfactory. Quite a number of shipments will be made between now and the 15th inst. Discounts, 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—An extra good trade is being done this week in spades and shovels, and a good many harvest tools are being shipped.

BUILDING PAPER—Some large shipments are going forward this week. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Continues in light demand. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE, ETC.—A good movement is still to be noted in both tinware and graniteware.

MILK CAN TRIMMINGS—Trade is still unsatisfactory.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

No strikingly new features have developed during the week.

PIG IRON—Trade is quiet, with prices much as before. We quote: Hamilton pig iron, \$16.50 to \$17 Toronto for No. 3 and No. 2 respectively; Southern soft, \$17 to \$17.50 laid down in Toronto for No. 2 and No. 1 respectively.

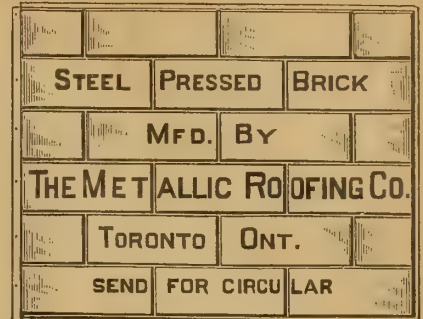
BAR IRON—Some good orders have been received during the week, but, in general, quantities have been small. We quote base

Sheet Steel Pressed Brick

Suitable for the outside walls of all classes of wooden buildings. Warm in winter, cool in summer.

The "OWL" Brand is the only original.

Beware of inferior imitations.



Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. Toronto

price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—Are moving out nicely at firm and unchanged prices. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—Some good orders have been received from the Northwest during the past week, and a good trade has been experienced on Ontario account. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Trade is not as brisk as it was, but prices are without change. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Very few case lots are moving, but the enquiries for small lots are numerous. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—The slight improvement noted last week seems to have been fairly well maintained. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—Trade is on the quiet side for quantities. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—The demand is fair, some good orders having been booked for Straits during the week. Small lots are still being held at figures quoted, but round lots are being shaded. We quote 16½ to 17c. for small lots.

INGOT COPPER—There is not much doing. Prices are unchanged at 11½ to 12c.

SHEATHING COPPER—Trade is quiet all round. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Some good contracts have been made lately in both Canadian and American pipe. We quote: English, ¼, ¾ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent. Canadian and American, ¼-inch, 60 per cent.; ¾ and ½ inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Trade is active in

American-made boilers, but in the domestic there is not much doing. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 25 per cent.

CANADA PLATES—Trade continues quiet and prices unchanged. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—The demand does not appear to have fallen off to any noticeable extent, although no large lots have changed hands during the week. Trade has been fairly satisfactory, especially in charcoal. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—There is not much doing, nor will there be for another month, when underground work will be made possible. Discount is unchanged at 60 per cent.

SHEET BRASS—Trade is quiet and discounts unchanged at from 25 to 27½ per cent.

TERNE PLATES—Quite a few orders have been received during the week. Trade in this line has been exceptionally quiet for some time. Best brands are unchanged at \$6.

SOLDER—Business in this line is just moderate. We quote: Half and half, 12c.; standard, 11c.

SHEET ZINC—Trade is fair. We quote: 4¼c. for cask lots; and 5c. for smaller lots.

ZINC SPUETER—Shows a little more improvement, a few good sales having been reported during the week. We quote: Domestic, 4c.; imported, 4½c.

ANTIMONY—Trade has not been brisk, but enquiries for small lots are more numerous than for some time. We quote: Cookson's, 9½c.; ordinary, 9c.

OLD MATERIAL.

The conditions are much as before. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4¼c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¼ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

Trade is quiet and devoid of special feature. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PAINTS AND OILS.

With finer weather and the lowering of the freight rates, a heavy tonnage is now being shipped. In the way of prices there is no change to report. Payments are slow, owing, perhaps, to the recent snow blockade. There seems every disposition to curtail credits, and new accounts are closely scanned amongst the paint and oil trade. The day for "long profits and trust to luck" has gone "where the woodbine twineth," and short credits are now insisted upon before an order is passed to the shipper.

Paris green is dormant—like the potato bug. A few warm days will quickly galvanize them both into life. White lead is in fair request at quotations of last week. It is difficult to get the advance commensurate with the higher prices asked by the corrodors. Red lead is very firm. The demand for bicycle enamels has come with a rush. The enamel is put up in small tins to suit the convenience of the individual bicycle owner. "Bedad," says a facetious hardware man from the Green Isle, on Yonge street, "if this keeps on, I will soon have as many tinned goods on me shelves as a corner grocery!" Dry colors, varnishes and glue are without feature. Turpentine is easier in the South, but there is no change here yet. Castor oil is firm, and there is not a great deal in the market.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; red lead, \$4.25 in casks, and \$4.50 in 100-lb. kegs; No. 1 red lead, 25c. per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 16 to 16½c.; 50-lb. drums, 16½ to 17c.; 1-lb. packages, 17 to 18c.; ½-lb. packages, 18½ to 19c.; ¼-lb. packages, 19½ to 20c.; Paris white, 90c.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

SEEDS.

Seeds are moving more freely. Red clover and alsike are offering with considerable freedom at outside points. Jobbers are getting most of their supplies of timothy seed from United States western markets. Present values at outside points range from \$4.50 to \$4.70 for red clover, and \$3 to \$4.25 for alsike; timothy, \$1.50 to \$2. An improved jobbing demand is to be noted, and prices out of store are \$4.80 to \$5.10 for red clover, \$1.90 to \$2.25 for timothy, and \$3.50 to \$4.80 for alsike.

SKATES

Halifax, Hockey

—And Other Patterns

Before placing orders for next season see our samples and prices.

LAMPLOUGH & McNAUGHTON
MONTREALThe Swansea Forging
Company, LimitedSWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

ABBOTT & CO.

Cut Nails and Spikes, Horseshoes,
Washers.



Bar Iron.
Horseshoe Iron.

ROLLING MILLS AND FACTORIES

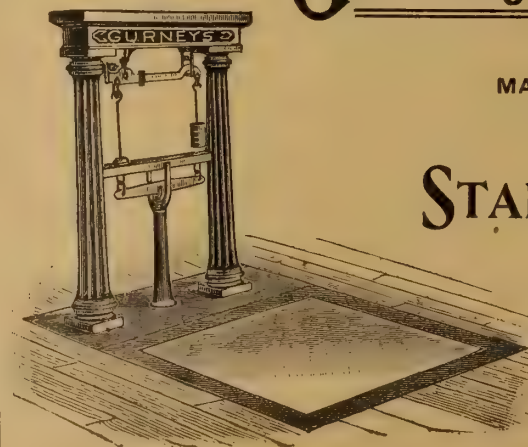
MONTREAL

ESTABLISHED 1856

REORGANIZED 1887

The
Gurney Scale Co.MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario



Ice Cream Freezers

Lightning and Gem

ALL SIZES IN STOCK
1 to 20 QUARTS

WRITE FOR PRICES

The Thos. Davidson Mfg. Co. Ltd. Montreal

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

The Parmenter & Bullock Co., Ltd., of Gananoque, is applying for incorporation.

Wire nails are about 5 per cent. dearer, the discount now being 70 and 7½ per cent. in Ontario, delivered.

Copper boilers have been placed on the net list.

Turpentine is easier in the South.

Some changes are to be noted in the tack list.

The bolt manufacturers have fixed prices.

Another shipment of Butler & Samson spades and shovels is to hand with H. S. Howland, Sons & Co.

"New Departure" door and bicycle bells are in stock this week with H. S. Howland, Sons & Co.

M. & L. Samuel, Benjamin & Co. are showing some special values this week in thermometers, and will be pleased to quote prices on application.

H. S. Howland, Sons & Co. are in receipt of another shipment of "Daisy" barrel churns, and orders on hand will be filled at once.

M. & L. Samuel, Benjamin & Co. are in receipt of a carload of screen doors and

windows. The doors are ¾ in. thick, three panel, and sizes are as follows: 2 ft. 8 in. x 6 ft. 8 in., 2 ft. 10 in. x 6 ft. 10 in., and 3 ft. x 7 ft. The windows are in three sizes, and adjust respectively 25½ in. to 31½ in., 29½ in. to 35½ in., and 33½ in. to 39½ in.

H. S. Howland, Sons & Co. have just passed into stock shipments of "Keen Cut" horse clippers, and "Perfection" toilet clippers; also Boker's wire fencing pliers in all sizes, from 6 to 12 inches.

UNITED STATES MARKETS.

NEW YORK, April 3, 1896.

PIG TIN—London cables quoting 5s. advance in prices and noting quite heavy business had sufficient force to carry prices up in this market to 13.50c. net cash and 13.55 to 13.60 f.o.b. for lots of five tons or more. However, nothing more than a reflection of purely speculative interest aside from some movement in the direction of winding up old deals was visible, and regular trade demand was but little, if at all, above the late average. The arrivals here this month have been light, amounting to only 760 tons. In February the arrivals were 1,050 tons, and the average for the first quarter of the year was about 1,117 per month, against an estimated consumption of about 1,400 tons monthly. The spot supply would thus appear to have been cut into to an extent that may explain the sensitiveness of this market to upward movements of values in London. Some signifi-

cance may be attached to the fact that only 2,080 tons were yesterday recorded as being afloat for this country, included in which are 1,725 tons on vessels unknown, 125 tons from the Straits direct, and only 230 tons from Europe.

COPPER—London cables quoted a slight advance in prices of merchant bars and a very moderate volume of business. Aside from this there was no feature in the New York market except very indifferent buying, moderate inquiry from both home consumers and export operators, and sufficient quiet competition to leave the question of values shrouded in doubt. It was plain that Lake Superior ingot could have been purchased at 10¾c. and electrolytic at 10⅝c., and surface indications were that a slight fraction less would probably have been accepted in some quarters if bid for round lots. Casting stock is still quoted at 10¼ to 10½c., according to brand. The exports from this country during the month of March will, it was estimated, exceed 10,000 tons, bringing the total for the first quarter up to nearly, if not quite, 27,000 tons, against 14,196 tons during the corresponding period last year.

PIG LEAD—The market remains very quiet, and nothing in the surroundings tends to impart the least cheerfulness. To the contrary, the influences are mostly of adverse character, noting, as they do, dulness in the west as well as here, and lack of improvement in London. Western common could have been purchased on spot at 3.10c. in carload lots. London cable was £11 2s. 6d. for soft Spanish.

SPELTER—Sales continue light, and there is no improvement whatever in the demand

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

or even in enquiries. Prices are rather weak, with 4.15c. apparently full value for good western brands, delivered here or at common point. London cable quoted at £15 10s. for good merchant brands.

ANTIMONY—Dealings are moderate, but prices on ordinary store lots remain at about 7½ to 8c. for Cookson's, 7½c. for Hallett's, and 6¾c. for Japanese, from store.

TIN PLATE—Complete absence of anything in the nature of large orders was generally reported, and purchases of ordinary quantities are not at all numerous. Prices, however, hold fairly steady.

IRON AND STEEL—The periodical rumor of a consolidation of Southern pig iron producers has been sprung from Birmingham, Ala., and a singular coincidence was that fluctuations in prices of certain shares on the Stock Exchange have been quite lively of late. Merchants in this city who would be likely to know the facts denied all knowledge of any such compact, and quoted prices the same as for ten days or a fortnight past. Another well-informed merchant said: "There may be something in the report that the Southerners have formed a pool. I know they have had a similar understanding for many months, but some of them didn't live up to it. This alleged new agreement may be more binding. I do not know anything about it, except what I have seen in the papers. If general business continues as flat as it has been for the past six weeks, stocks will accumulate and a further reduction in price result."

A LONG PIECE OF BELTING.

A Sun reporter saw in the store of T. McAvity & Sons yesterday the longest piece of double leather belting ever imported into Canada. It is 120 feet long and 48 inches wide, and was imported for the new mill of Andre Cushing & Co. There was another roll 120 feet long and 18 inches wide, while a third was 68 long and 20 wide. All the belting is now to be seen in one of the windows of the store of T. McAvity & Sons. The new mill of Andre Cushing & Co., which is nearing completion, will rank among the very best in all respects in Canada.—Sun, St. John, N B., March 26.

PRICE OF BOLTS FIXED.

A meeting of the Bolt Association was held in Toronto this week, when arrangement was made whereby the cutting which has been going on for some time may cease. The discounts have been fixed as follows:

Common carriage bolts	60 p.c.
Full square	70 and 10 p.c.
Norway	60 and 10 p.c.
Machine bolts	55 and 5 p.c.
Coach screws	65 and 5 p.c.
Blank bolts	60 p.c.
Sleigh-shoe bolts	80 p.c.
Plough bolts	50 and 5 p.c.
Nuts, ¾ and larger	4c. per lb. off list.
" 5-16	5c. " "
" ¾	6c. " "

Any firm jobbing carriage bolts below the above figures will forfeit any rebate to which they may have been entitled from the association.

It is not expected that the figures now obtaining will rule long, as the same influences which are at work in the matter of raw material will affect bolts just as wire nails have already been affected.

The above prices are subject to change without notice.

TRIBUTE TO CANADIAN GOODS.

W. Thornton Sheard, Leeds, Eng., is here representing Kenrick & Sons, West Bromwich; Baldwin, Son & Co., Stourport, and the Anglo-American Tin Stamping Co., Stourport, manufacturers of hollow-ware and other metal products. He finds, however, that the Canadian manufacturers are doing such good work that he cannot hope to make many sales.

PERSONAL MENTION.

Wm. McMaster, the managing director of the Montreal Rolling Mills Co., leaves this week for New York, where he takes the Teutonic for passage to Great Britain and Europe. Mr. McMaster intends making a

three months' tour, and none will begrudge him his holiday.

HARDWARE AND METAL learns with regret that Mr. W. J. Falconer, hardware merchant, of Palmerston, and secretary of the Ontario Hardware Association, has lost his only child, a fine, bright girl nearly seven years of age.

O. G. Vogt paid **HARDWARE AND METAL** a pleasant little visit last Thursday. He represents Shurley & Dietrich, of Galt, and seemed pleased at the outlook for trade in harvest tools this season.

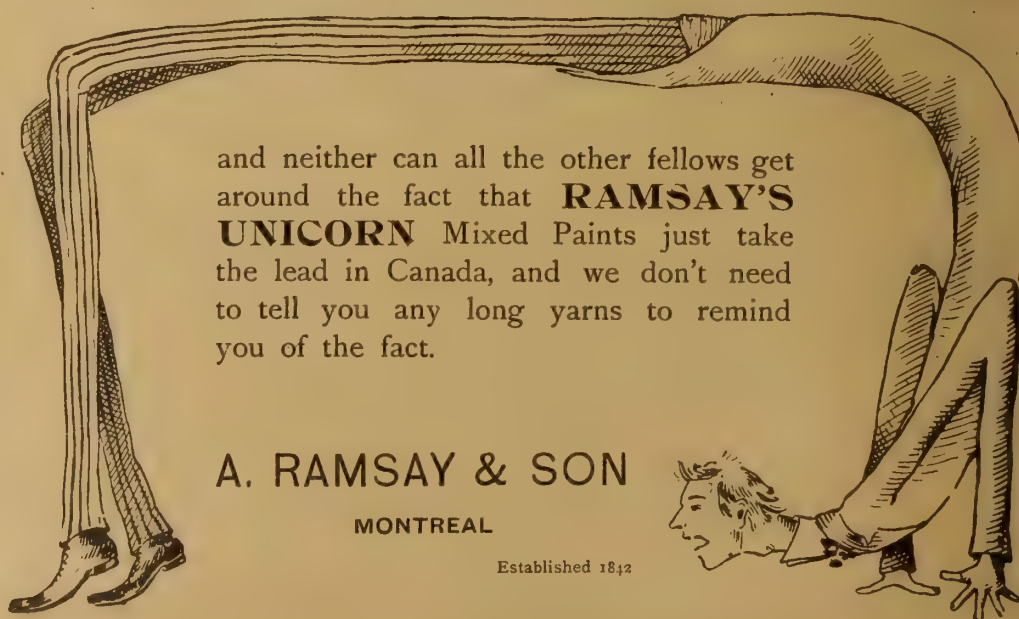
A STEEL COMBINE.

A gigantic industrial combination went through the preliminary stage of formation and was practically effected at a meeting of steel producers held in New York last week. Another meeting will be held in Pittsburg soon, for the arrangement of details. It is proposed to regulate the production of steel to actual requirements, by methods similar to those used by the rail pool. At the start, the price of billets will be fixed at \$20 a ton, and will be changed according to price changes of raw materials. Pending the completion of the combination, steel producers have withdrawn from the market, and will make no new contracts. Nearly the entire production of the United States was represented at the New York meeting, embracing capital of several hundred million dollars.

DESERVED PROMOTION.

By the retirement of M. Alphonse de Martigny, cashier of La Banque Jacques Cartier, to enter politics, M. Tancrede Bienvenue, for years assistant cashier, is promoted to the chief place. M. Bienvenue is a clear-headed, active young Canadian, who well deserves the confidence of his directors and the customers of the bank.

He
can't
get
around
it!



and neither can all the other fellows get around the fact that **RAMSAY'S UNICORN** Mixed Paints just take the lead in Canada, and we don't need to tell you any long yarns to remind you of the fact.

A. RAMSAY & SON

MONTREAL

Established 1842

WHICH WAY?

EVERY road, says an exchange, takes two directions. If it happens to be a road over which you wish to travel, one direction will be toward the point you want to reach and the other will be toward some different point, usually just as far removed from the point you wish to reach as is possible to be measured by a straight line between the two points. To which point you will ultimately go depends entirely upon the direction of the conveyance in which you travel, or in other words toward which point you move. It is the same in business. Success is one point, failure is another. The two are distant from each other as far as any two things can be separated while on this earth, but at the same time they are towns located on the same road. The most striking feature of the road, and one, by the way, which has always been thought strange, is the preponderance in the number of trains running toward Failure. Statistics covering everything pertaining to this road show that no less than 90 per cent. more dealers are traveling towards Failure than are moving in the direction of Success—and they are doing this very largely through their own volition. The roadbed in the direction of Failure is no better than that along other portions of the system, and, in truth, the meals served are not so good; also, owing no doubt to the great number of people traveling that way, the sleepers are more worn and less comfortable. When questioned, the manager of the road said he would put on more trains running in the other direction just as soon as the patronage would make such a step feasible. The road, he says, is run exclusively in the interests of its patrons, and trains will be put on or taken off according to their wishes. "We run," he said further, "about 90 per cent. more trains in the direction of Failure because the number of dealers traveling toward that point could not be carried with a lighter service."

THEY ARE HANDLING BICYCLES.

Bath Room, of Detroit, states that a classification of western and southern hardware dealers has been made showing what other lines these dealers carry. For every 1,000 hardware dealers there are those who do business in other lines as follows:

Hardware	1,000
Stoves	908
Bicycles	822
Hot air, hot water and steam heaters.....	796
Tinsmithing	784
Roofing and cornice	776
Agricultural implements.....	538
Paints and oils	492
Plumbing	460
Buggies	394

We have only The Bath Room's say-so for the authenticity of these figures, remarks American Artisan, but they certainly prove several things very decidedly. One is that hardware dealers are quite generally taking up bicycles.

GARDEN HOSE

Every description of Rubber Goods in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

The Braender Jet Pump and Water Elevator
Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 To 542 CRAIG ST., MONTREAL

Best Varnishes
TIN PLATE

FOR CARRIAGE WORK
Manufactured by
McCaskill, Dougall & Co.
Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Makers' Agents for Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
MONTREAL

Friction Pulley Board,
Roofing, Sheathing AND
Flooring Felts



Manufactured by

THE DOMINION LEATHER BOARD CO.
MONTREAL

SPRITE CYCLES
LEAD QUALITY
FOR FINISH
LOW PRICES

CATALOGUE
UPON
APPLICATION

PRICES

CUSHION TIRES FROM £5 8 0

PNEUMATICS FROM £6 9 6

At works, London, Eng. Packed in crates free



SPRITE CYCLE CO.,

Steam
Cycle Works

BLOOMSBURY
London, W.C

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle BOECKH'S Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being THE BEST.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers MONTREAL BRANCH, 301 St. Paul Street

SLIGHTLY INACCURATE.

SOME of the statements that have got into the general newspapers regarding Asiatic contracts secured by American manufacturers have proved to be inaccurate, and we have been waiting for some authoritative statement regarding the alleged sale of steel rails to Japan. The Iron Age of this week says: "It is true that the Carnegie Steel Company have sold 10,000 tons of rails to Japan," but it does not give particulars. It has been stated in an English trade journal that the American bid was \$21.26 and the English bid \$23.08, and a despatch from Braddock, Penn., on March 23, says the rails weigh 60 pounds to the yard and would be shipped the next day. A special despatch to The Philadelphia Press, dated at Braddock, March 24, says: "The Edgar Thomson plant of the Carnegie Steel Company has started to make 16,000 tons of steel rails for the Japanese Government." These are to weigh 56 pounds to the yard. We presume that these two dispatches refer in whole or in part to the same contract. The quantity of rails and the weight per yard differ, and one lot is said to be completed and ready for shipment, and the other to be just begun. But The Philadelphia Press is a good authority regarding operations in steel rails in Pennsylvania, and if we accept its Braddock news the Carnegie Company has secured contracts for 26,000

tons of rails for Japan. The quantity is for the present of secondary importance; the essential thing is that the Carnegie Company got a contract for rails for Japan away from English bidders, and to do that it must have sold them very much below the price at which that company sells rails to Americans. —N.Y. Journal of Commerce.

NEW PACKAGES FOR APPLES.

James F. Beeler, mechanical manager of the Annapolis Manufacturing Co., Ltd., of Lequille, is in town, having been present at the Fruit Growers' Association at Middleton on Wednesday. There were a large number of members present when the apple and potato package was seriously considered. The change from soft to hardwood was favored by the principal shippers and fruit growers, as it was learned that there would not be any difference in the price, the Annapolis Manufacturing Co. being prepared to supply the hardwood barrel stock at no extra charge. Although there was some opposition to any change, the general impression gained was that the soft wood barrel was beginning to see its last days, and before another year the hardwood full sized barrel would be universally used. F.W. Bullock, who was also present at the meeting, was invited to speak upon the subject of the new package, he being thoroughly conversant with the matter. He subsequently

placed a good deal of the stock of the new company with the leading men at Annapolis. Mr. Beeler returns Wednesday, when he will begin operations at Lequille without delay. —Chronicle, Halifax.

SUFFERED FOR HIS IGNORANCE.

The founder of the Vendome column in Paris met with financial ruin in his contract, says an exchange. The French Government, when it decided to erect the notable column, entered into a contract with an iron founder. He knew nothing whatever of modeling or casting in bronze. The Government agreed to supply him with cannon captured from the Austrians and Russians during the campaign of 1805, in quantities sufficient to found the monument. The contractor, knowing nothing of the phenomena which the fusion of bronze offers, found when two-thirds of the column was completed that he had used up all his metal. Sufficient bronze had been given him to complete the monument, and he was responsible for the entire amount. Finding himself face to face with bankruptcy he melted up his scoriae and mixed the metal up with cheap refuse which he purchased, and so completed the founding. The castings, however, were found to be so full of flaws that the work was stopped, and the founder ruined. The moldings of the different parts of the bas-relief were so badly executed that the chiselers who repaired the defects removed no less than 70 tons of bronze. They received for their labor £12,000, to which was added the 70 tons of bronze, which became their perquisites.

YOU CAN'T GO WRONG

With a stock of the famous
and unequalled . . .

Quick Meal

GASOLINE STOVES

They always give splendid satisfaction, being perfect in construction, handsome in finish, and simple to manage. They are never dead stock—they sell on their merits.

Write us for catalogue with full description and prices of the many styles and sizes.

We are Sole Agents for Canada

The Gurney Foundry Co. Ltd. - - Toronto
The Gurney-Massey Co. Ltd. - - Montreal



JOHN WATTERSON

Merchant

Montreal

TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.

Sole Agent for Canada,

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

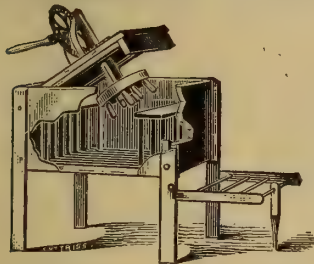
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

OUR GUDEWIFE UP TO DATE.

("The cycling craze among women is tremendous and terrible."—Latest Bulletin.)

Hame cam' oor gudeman at e'en,
An' hame cam' he,
An' there he saw a bicycle
Whaur bike shouldna be.
"Oh! hoo's this, an' what's this,
An' wha's may it be?
Hoo cam' this velocipede here
Withoot the leave o' me?"
"Ye silly, blin', an' doited carle—
An' blin'er may ye be—
It's but a nice wee spinnin' wheel
Oor Johnnie sent to me,"
"Spinnin' wheel?" quo' he.
"Ay! spinnin' wheel," quo' she.
"Oh! far hae I ridden,
An' far'er I gaen,
But spinnin' wheels wi' rubber tyres
Saw I never nane."

Hame cam' oor gudeman at e'en,
An' hame cam' he,
An' there he saw a pair o' breeks
Whaur nae sic breeks should be.
"Hoo's this, an' what's this,
An' wha's may they be?
Hoo cam' thae breeks here
Withoot the leave o' me?"
"Ye stupid, auld, an' doited carle,
Ye're unco blin' I see,
They're but a pair o' meal pokes
Oor Jeanie sent to me,"
"Meal pokes?" quo' he.
"Ay! meal pokes," quo' she.
"Oh! far hae I travel'd,
An' muckle hae I seen,
But 'tailor-made' meal pokes
Saw I never nane."

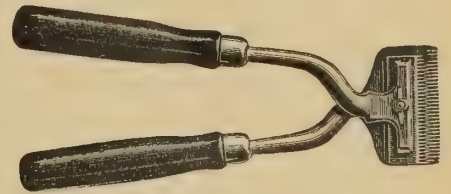
Hame cam' oor gudeman at e'en,
An' hame cam' he,
An' there he saw a cycling paper
Whaur nae paper should be,
"An' hoo's this, an' what's this,
An' hoo cam' this to be?
Hoo cam' this paper here
Withoot the leave o' me?"
"Ye silly, auld, an' donnard body,
An' unco blin' I see,
It's but a parish kirk tract
Oor minister sent to me,"
"Parish tract?" quo' he,
"Ay! parish tract," quo' she.
"Oh! far hae I ridden,
An' muckle hae I seen,
But tracts by Jimmy Nisbet
Saw I never nane."

Ben the hoose gaed oor gudeman,
An' ben gaed he,
An' there he saw a wheen auld wives
Whaur nae auld wives should be,
"Hoo's this, an' what's this,
An' hoo cam' this to be?
Hoo cam' thae leddies here.
Withoot the leave o' me?"
"Oh! jist ca' canny, my gudeman,
An' dinna anger'd be:
I've joined the 'Bloomers' Cycling Club,"
An' this is the committee,
"Committee?" quo' he,
"Ay! committee," quo' she,
"Blin' as ye may gibe me,
I've sight eneuch to see
Ye've fairly got the cycling craze;
Ye'll be the death o' me!"
—Nanki-Poo in Scottish Cycling.

UNIVERSAL THREAD FOR SCREWS.

An international conference is about to be held in Europe to bring about if possible a universal standard thread for screws and bolts. Various standards are at present adopted, and the inconvenience resulting therefrom can be readily perceived. It is claimed that the metric screw if generally adopted would be to the advantage of all concerned. As international trade is insisting more vigorously than ever on a practical uniformity in weights and measures, and the metric system is slowly forcing its way into public approval, the same line of progress is being mapped out for screws and bolts. In Great Britain we have one thread and in the United States another. The German differs from the French, and in short the lack of uniformity is a hindrance everywhere. It may be that the coming conference, remarks Age of Steel, may decide on some action that will sooner or later bring about the desired reform.

Horse Clippers



H. BOKER'S

TREE BRAND AND THE GEM.

We sell more of these than any other Canadian firm, and we carry the best stock.

RICE LEWIS & SON, Toronto.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Church's Cold Water Alabastine.

The Best
Wall Coating
on the Market.
Sold by
Paint and Hardware
Dealers everywhere.

ALABASTINE

Is fully protected by letters patent. Dealers selling goods that infringe on our patents will be prosecuted for damages, as well as the makers. A word to the wise should be sufficient.

THE ALABASTINE CO. LTD.
PARIS, ONT.

THE CANADA PLUMBER AND STEAMFITTER

THE plumbing trade does not exhibit much life yet, although there is a gradual improvement to be noted. In plumbing supplies the most activity at the moment is in range boilers.

Some good contracts for both Canadian and American iron pipe have been made lately by Toronto firms.

A number of good contracts have been made by the Ontario Lead & Barb Wire Co. for plumbers' supplies for delivery next month. "We take it," said a representative, "as an indication that business is beginning to improve in the plumbing trade."

Mr. J. C. Malcolm has severed his connection with W. B. Malcolm, and is now connected with the Ontario Lead & Barb Wire Co., Ltd., in their plumbers' wholesale supply department. His old friends, the plumbers of Ontario, will be pleased to learn that he will soon be calling upon them in the interest of his new firm.

The plumbing inspectors of Toronto were on Wednesday transferred from the City Engineer's Department to that of the Medical Health Department. It has for some time been thought that the inspection of plumbing properly came within the purview of the Health Department, but it was not until the recent overhauling of the various civic departments was undertaken that the change was decided upon.

PLUMBERS WHO WANTED LIGHT.

A conference was held on Saturday morning last in the office of the Builders' Exchange, Toronto, between the master plumbers of London, Ont., who were seeking light on the ways and means of organizing an association, and the officers and members of the Master Plumbers' Association who were desirous of supplying the desideratum. The London delegation was composed of Messrs. W. Smith, W. J. Skelly and W. J. Hazlett. The Londoners were particularly anxious to learn whether the Toronto sanitary by-law was backed by the statutory law. Examination elicited the fact that it was not. When the by-law in question was in preparation it was the intention to have it followed with a statutory enactment, but through presumably the negligence of someone the intention was never crystalized into action. Until a statutory law is created the by-law will be in a maimed condition. One of the provisions of the by-law is to the effect that certain qualities of pipe shall be used, but because of a fear that this cannot be legally enforced until backed by a statutory enactment, the

provision is practically a dead letter. The London plumbers are earnest in their desire to form an association, and it is likely they will succeed. It is said that in London there are eight firms that are really qualified plumbers, and twenty that are plumbers in name only.

THE DESTRUCTION OF LEAD PIPE.

Dr. Theodore Huelner says in *The Chem. Zeitung* on this subject: My experiences with the conduits of the city water works of Flensburg have taught me how to avoid the quick corrosion of lead pipes. The narrower pipes which lead into the houses consist of tin in thick casing of lead. These pipes leak after a few years at different places, after the lead had been eaten away by corrosion and the tin being bursted by the strong pressure of the water, amounting to five atmospheres. The pipes showed deep furrows, which partially extended to the tin. This condition was noticed especially where the pipes were imbedded in iron bearing sand. Lead coming in contact with this kind of sand, under water, corrodes very quickly. In laying lead pipes this circumstance should be carefully considered. A similar destruction of lead pipes was observed where the pipes were inserted in moist masonry. According to Professor M. Mueller, lead pipes can be plastered with lime or cement without danger, provided the assurance is given that the walls remain dry; otherwise a direct connection of lead with lime or cement mortar should be strictly avoided.

HEATING GREENHOUSES.

The following description of heating system for a greenhouse appeared in *The American Artisan*, and may prove of interest to the craft in Canada:

The greenhouse was so located that we could not excavate over two and half feet on account of water. We used a thirty-five h.p. tubular steam boiler, changing it to hot water by cutting two 4-inch holes for flows and two for returns, running flows across a twenty-foot shed overhead into a 6-inch distributing main. Opposite each house (six in number, 20 x 100) an opening for 4-inch pipe is made. This pipe is carried overhead to the farther end of each house dropping down, connecting with pipes either under benches or on walls, grading all pipes under benches or on walls back toward boiler, return main being a duplicate of distributing main.

The returns into boilers have a perpendicular rise of two and a half feet directly under boiler. This system has been in use for four years, and it is perfectly satisfactory. We have made some change each year where we saw improvements could be made,

and we think we have furnished the florist a very excellent apparatus. All pipe is the regular cast iron 4 inch greenhouse pipe. With this system no pit for boiler is really necessary. By carrying the flow directly over head to the farther ends of houses an evenness of temperature is obtained that was not possible with the old system. The overhead flow is hung on ridge piece by No. 12 wire put twice around pipe and through an iron staple so made that it can be fastened with 1½-inch wood screws to under side of ridge.

We use seven runs of 4-inch pipe to heat carnation houses, as that requires a considerable "tropicalness," the overhead flow and six returns. The one 4-inch flow will supply eight returns if it is needed; if 2-inch pipe is used double the quantity would be needed to give the required temperature.

The expansion tank (a coal oil barrel) is located directly over boiler and six feet above highest point of flows.

PLUMBING NOTES.

Cote & Blouin, plumbers, Montreal, have dissolved.

Dame Marie Helene, alias Marie A. Ancil dit St. Jean, wife of Alfred Blais, has been registered proprietress of the firm of Alfred Blais & Co., plumbers, Que.

Geo. J. Harris, plumber, Halifax, has registered consent for his wife, Sarah M. Harris, to carry on business in her own name.

Building permits were taken out this week in Toronto by Charles Lindsay for a one-storey brick addition to 272 Dundas street, \$700; W. Emery for erection of a two-storey brick store, 960 Bloor street, \$1,500.

Building permits issued in Toronto for March were not encouraging. The total cost of new buildings authorised is set down at \$32,690, which is far below the average.

The Mount Forest Council have given a by-law its second reading for issuing debentures to the amount of \$45,000 to build waterworks.

The permit for the new Hamilton Collegiate Institute has been taken out, the cost being figured at \$118,000.

Campbell Bros.' celebrated

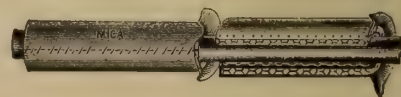
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

PLUMBERS' SUPPLIES

We have made a separate department for this branch of our business, and will carry a full line of goods, purchased for cash, which will be sold at a small advance on cost.

We will be pleased to have specifications of your requirements, and guarantee you closest prices.

Ontario Lead and Barb Wire Co., Ltd.

PLUMBERS' SUPPLY DEPARTMENT:
54 and 56 Lombard St., near Church. Telephone 1092 or 763.
N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

55, 57 and 59 Richmond
Street East . . .

TORONTO

BUILDING UP A BUSINESS.

THE man who aspires to establish a permanent paying business will take great care in laying his foundations, writes John G. Graham, in *Printers' Ink*. No matter what particular line he may be in, he may have the very laudable ambition to lead in his trade, to make his name pre-eminent among his fellows and to have his goods mentioned as the best of their class. The grandest advertisement ever penned is poor compared to a reputation for keeping honest goods and telling the truth about them. In building up a business be careful not to make a false start by neglecting this. Found your business on truth, and the superstructure is bound to be a success, but if your foundation rests on false goods and false statements, your business is in danger of tottering at any minute, and is almost certain of collapse sooner or later.

If you are in business "for keeps" you must strive to please the public permanently. It won't do to give real bargains occasionally and practise a "skin" game in between. Never advertise what you haven't got and can't supply. To the crowd who visit your store in response to such ads you

are simply furnishing an object lesson in lying. You will make more enemies than friends that way. It is a great thing to have your advertisements implicitly believed. It is easy, too, if you always tell the truth. People are as quick to appreciate the truth as they are to condemn falsehood.

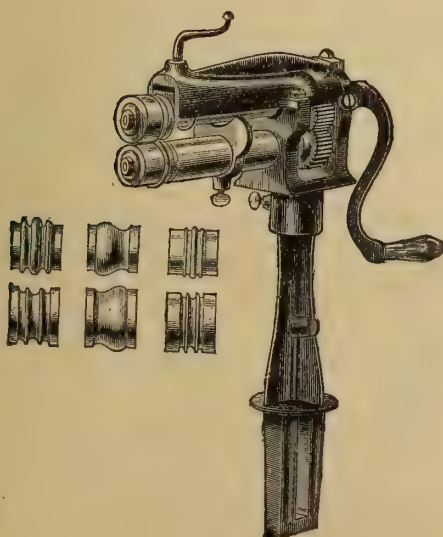
In building up a business you should choose your employes with great care and discrimination. Everyone of your salespeople should be polite. Courtesy to all is one of the first essentials in a well organized store. And the best way to teach your employes politeness is to set the example yourself in your relations with them. Don't earn a reputation for being mean or over-strict with your help. Try and make each individual feel that he or she is a part of the firm, and that much depends on his or her personal efforts. Do everything you can to make your help comfortable—kindness goes further than bullying. Well treated employes are great advertisements. People will talk about where they work and how they are treated. Don't forget this item—it is a very important one. Your help when out of the store can do you a great deal of good or harm—just according to the way they are

treated. And the more help you employ the more good or bad advertising you will get.

No big business is built up in a hurry. It takes time, patience, care and watchfulness. It can't very well be done without advertising, and plenty of it, but such advertising is not so much an expense as a source of profit. Without it the business could not grow so fast or so extensively. With it, done judiciously, it can't help growing.

The advertising should be proportionate to the business. Never do more than you can afford to. At the commencement you have to be sparing of space. As the store grows so should your space—you can pay for it better, and the added advertising will make the store grow still bigger.

Another point in building up a business is to get a reputation for prompt pay. That's a big advertisement in itself. If you can pay cash for everything you buy you'll get the best, and you'll get it cheaper than the thirty or sixty days man could. People will be glad to deal with you, are sure to talk favorably of you, and you'll get plenty of first offers or "options" on goods that credit men would not be asked to buy. The big businesses that have been built up in this and other countries were chiefly started and managed on the above lines.



Our Specialties

Every description of GOODS and TOOLS
for Plumbers and Tinsmiths. . . .

ESTIMATES FURNISHED ON SPECIFICATIONS
ROCK BOTTOM PRICES GUARANTEED ON EVERYTHING

The best Galvanized Sheet Iron and
Tinned Sheet Iron on the market is

"GORBALS"

For Sale only by

Thomas Robertson & Co. — Montreal

BUSINESS CHANGES**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

C. F. WILCOX, general merchant, Amherstburg, has assigned. Liabilities, \$2,800, with practically no assets.

Isabella Petrie, general merchant, Stayner, has assigned to W. Campbell.

J. Boudreau, general merchant, Wendover, has compromised at 25c. on the dollar.

Z. Cordeau, general merchant, Acton, has compromised at 50c. on the dollar.

Philip Ginsburg, stoves and tinware, St. Catharines, has assigned to T. C. Noble.

Joseph F. Chapman, general merchant, Bastard Tp., has assigned to Amer Brown.

R. C. Laurier, general merchant, Laurentides, Que., has compromised at 50c. on the dollar.

The stock of Isabella Petrie, general merchant, Stayner, has been seized under chattel mortgage.

Foster & Foster, stoves and tins, Belleville, have placed their affairs in the hands of E. N. La Roche.

A meeting of the creditors of L. A. Charron, general merchant, Windsor Mills, will be held 4th inst.

J. F. Chapman, general merchant, Harlem, has assigned, and a meeting of creditors will be held April 8.

The estate of J. C. Keegan, general merchant, Richmond, Que., has compromised at 50c. on the dollar, cash.

E. H. Rene & Co., general merchants, St. Zepherin, Que., are offering to compromise at 30c. on the dollar, cash.

Alex. Franklin, general merchant, Plaisance, Que., has assigned. So has a Quebec grocer named Alex. Visien.

J. V. Chapdelaine, general merchant, St. Wincelas, Que., who is retiring from business, is offering to compromise at 25c. on the dollar, cash.

The Cycle Wood Rim Manufacturing Co., of Toronto, are in financial difficulties. A statement presented at a meeting of the creditors showed liabilities of \$4,500 and assets of \$3,900, consisting of stock and machinery. The creditors will probably consent to an extension on these terms: That the company pay into some bank the sum of \$560 per month for three months, which will reduce the liabilities 50 cents on the dollar, and that at the end of that time

another extension of four months is to be granted. The company has only been in existence about two years.

PARTNERSHIPS FORMED AND DISSOLVED.

Perras & Daignault, general merchants, St. Felix, have dissolved.

Graveline & Fontaine, general merchants, St. Damase, Que., have dissolved.

The Mullin-Gatfield Coal Co., Amherstburg, is about dissolving partnership.

Beaudet Freres, general merchants, St. Jean de Chailions, Que., have dissolved. Lucie Beaudet continues in groceries.

A partnership has been registered in St. Paul d'Abbotsford, Que., by Bail, Chanvin & Co. to carry on business as dealers in oils.

P. W. Ireland and W. S. Campbell have registered a partnership to carry on business in Montreal under the style of Ireland & Campbell, bicycles.

W. J. Daly and Albert Morin have registered a partnership to carry on business in Montreal as hardware merchants, under the style of Daly & Morin.

Cockburn & Frankish, general merchants, Moose Creek, have dissolved; G. A. Cockburn, who continues, has obtained an extension of twelve months.

A new partnership has been formed in the business of Keith & Plummer, general merchants and lumber, Hartland, N. B., by W. D. Keith & Amasa Plummer.

Sheraton & Whittaker, stoves, etc., St. John, N.B., have dissolved. R. S. Sheraton retires, and J. E. Whittaker continues under the style of J. E. Whittaker & Co.

A co-partnership has been formed by James W. Boyer, F. J. Boyer and Joseph B. Bowser to carry on business as general merchants at Victoria Corner, N. B., under the style of J. W. Boyer & Co.

SALES MADE AND PENDING.

The assets of J. G. Alford, grain cradles, Harlem, Ont., have been sold.

The stock of J. McGuire & Co., tinsmiths, Westport, Ont., has been sold.

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAICKLOCK BROTHERS, MONTREAL

SITUATIONS WANTED.

AS HARDWARE SALESMAN OR BOOK-keeper. Long experience, highest references, young man. "Bright," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

AS TRAVELLER, BRANCH MANAGER, OR Agent. Good connection with hardware and general store trade in Northwest. Best references. Address, E. W. Low, 489 Sargent Ave., Winnipeg, Man.

WANTED—SITUATION AS BOOKKEEPER, BY young man with long financial experience; familiar with wholesale paint, oil and glass trade; good references. Apply G, HARDWARE (14)

BUSINESS CHANCE.

WANTED BY PARTY IN HARDWARE BUSINESS, partner with capital; object, to increase above business. Box g.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of **10 cents**

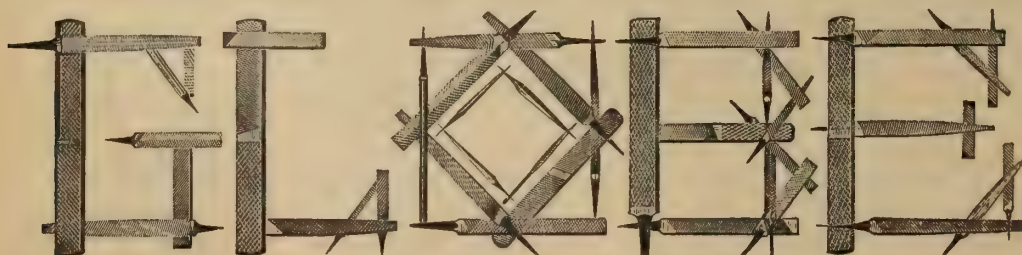
HARDWARE AND METAL, Toronto

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



ARE THE BEST

THERE is a steadily increasing demand for these goods, which are now carried in stock by leading hardware merchants from Halifax, N.S., to Victoria, B.C. We manufacture files and rasps for all classes of work—every file warranted.

The Globe File Mfg. Co.

PORT HOPE, ONT

A full assortment of these goods in Montreal.

WALTER GROSE, Agent, 30 St. Dizier Street

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.

327 St. James St.,

Genuine White Lead

MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or—

Owen Sound, Ont.,

John Lucas, 377 Spadina Ave., Toronto

Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

**HENRY BOKER'S
TREE BRAND****Fencing Pliers**

ARE THE

BEST AND MOST SUITABLE

H. S. HOWLAND, SONS & CO.
TORONTO

The assets of J. S. Cowan & Co., hardware, Montreal, have been sold.

The business of W. M. Morse, foundry, St. Thomas, is advertised for sale.

The assets of John Findlay, foundry, Ste. Cunegonde, Que., have been sold.

B. Hugman & Sons, signs, window shades, Montreal, have been sold out by the bailiff.

The plant and machinery of the Dominion Tubular Lamp Co., Montreal, have been sold.

The stock of Casselman & Co., general merchants, Cardinal, has been sold at 62½c. on the dollar.

J. H. Ross & Son, general merchants, Iroquois, have had their stock sold at 55½c. on the dollar.

CHANGES.

May Bros. are starting a hardware store in Montreal.

Burrows Forbes is starting a blacksmith shop at Pakenham, Ont.

B. L. Vipond & Co., are starting a coal and wood business in Montreal.

H. B. Somerville, general merchant, Fitzroy Harbor, has removed to Glamis.

Prefontaine & Desautels are starting a general store at St. Marie de Monnoir, Que.

Mrs. K. C. Geisley, general merchant, Emory, B.C., has sold out to Lawrence Fauth.

Robert Banford, general merchant, Plantagenet, has sold out and removed to Lachute.

E. N. Beaudry, hardware merchant, Nicolet, Que., has been succeeded by A. Gaudet.

Smith & Celerin, saw mill, Vernon, B. C., have been succeeded by the Vernon Saw Mill Co.

D. Nicholson, lumber, Wellington, B.C., has been succeeded by the Shawnigan Lake Lumber Co.

John Cox & Co., varnish manufacturers, Montreal, have been succeeded by Cox, Wilson & Co.

Albert Eaton, general merchant, Carlisle, Wentworth County, has sold out to A. M. Tansley.

Hugman Bros. are starting into business in Montreal as sign painters, dealers in window shades, etc.

Holmes, Moore & Courtright, general merchants, etc., Inwood, have been succeeded by James Atkinson.

George H. Boice, general merchant, Deep Brook, N. S., has registered consent for his wife Laleah Boice to do business in her own name.

FIRES.

Chas. Burrill & Co., wholesale and retail general merchants and shipping, Weymouth Bridge, N.S., have been burned out. Loss estimated at \$50,000, fully insured.

The premises of George Hughes, scrap iron, London, have been damaged by fire.

The premises of Harland & Bros., hardware and tins, Clinton, have been damaged by fire.

DEATHS.

David Stewart, general merchant, River Louison, N.B., is dead.

John Goldie, of the Goldie & McCulloch Co., Ltd., Galt, is dead.

J. W. Fuller, hardware merchant, Tamworth, is dead.

Emanuel Bowes, dealer in pumps, Stratford, is dead.

1875.

COVERT'S

1896.



Our TRIUMPH Snap with flat spring, and BANNER Bolt Snap with spiral spring, take the lead in price and quality. Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

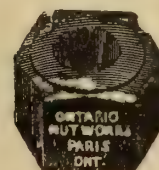
HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

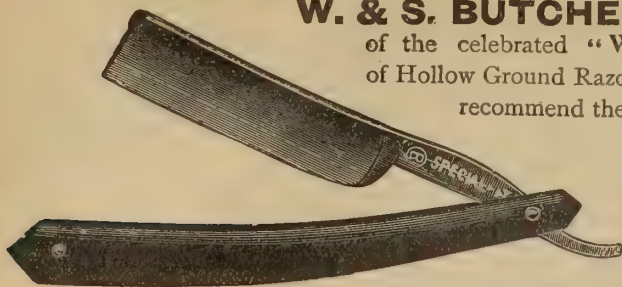
Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.



WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR

Ⓢ SPECIAL Ⓢ

Ⓢ SPECIAL Ⓢ

FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS

JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS

TORONTO, Apl. 3, 1896.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag -		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M. L. S., equal to Bradley.		Per box.
I. C., usual sizes	\$5 25	
I. X., "	6 50	
I. X. X., "	7 75	

R. & Co.—		
I. C.	5 25	
I. X.	6 50	
I. X. X.	7 70	

Raven & P. D. Grades—		
I. C., usual sizes	3 75	4 00
I. X., "	4 75	5 00
I. X. X., "	5 75	6 00
I. X. X. X., "	6 75	7 00
D. C., 12½x17	3 50	3 75
D. X., "	4 50	4 75
D. X. X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I. C., usual sizes	2 90	3
I. C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I. C., 20x28, 112 sheets	6 00	6 25
I. X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X. X., 14x56, 50 sheet bxs }	0 06	0 06¾
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	
" 28 "	0 07½	0 07½
Allendale, I. C.	2 90	3 00
" I. X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined "	1 70	
Horse Shoe "	2 35	2 65
Band "	2 60	2 30
Hoop "	2 30	2 30
Swedish "	4 00	4 25
Sleigh Shoe Steel "	2 50	2 50
Tire Steel "	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb	0 10	0 10
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
½ "	2 35
¾ " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40
Half polished	2 50
All bright	3 00

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 2½, 3, 3½, 4, 5, 6, 7, 8, 9, 10, 11, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 420, 422, 424, 426, 428, 430, 432, 434, 436, 438, 440, 442, 444, 446, 448, 450, 452, 454, 456, 458, 460, 462, 464, 466, 468, 470, 472, 474, 476, 478, 480, 482, 484, 486, 488, 490, 492, 494, 496, 498, 500, 502, 504, 506, 508, 510, 512, 514, 516, 518, 520, 522, 524, 526, 528, 530, 532, 534, 536, 538, 540, 542, 544, 546, 548, 550, 552, 554, 556, 558, 560, 562, 564, 566, 568, 570, 572, 574, 576, 578, 580, 582, 584, 586, 588, 590, 592, 594, 596, 598, 600, 602, 604, 606, 608, 610, 612, 614, 616, 618, 620, 622, 624, 626, 628, 630, 632, 634, 636, 638, 640, 642, 644, 646, 648, 650, 652, 654, 656, 658, 660, 662, 664, 666, 668, 670, 672, 674, 676, 678, 680, 682, 684, 686, 688, 690, 692, 694, 696, 698, 700, 702, 704, 706, 708, 710, 712, 714, 716, 718, 720, 722, 724, 726, 728, 730, 732, 734, 736, 738, 740, 742, 744, 746, 748, 750, 752, 754, 756, 758, 760, 762, 764, 766, 768, 770, 772, 774, 776, 778, 780, 782, 784, 786, 788, 790, 792, 794, 796, 798, 800, 802, 804, 806, 808, 810, 812, 814, 816, 818, 820, 822, 824, 826, 828, 830, 832, 834, 836, 838, 840, 842, 844, 846, 848, 850, 852, 854, 856, 858, 860, 862, 864, 866, 868, 870, 872, 874, 876, 878, 880, 882, 884, 886, 888, 890, 892, 894, 896, 898, 900, 902, 904, 906, 908, 910, 912, 914, 916, 918, 920, 922, 924, 926, 928, 930, 932, 934, 936, 938, 940, 942, 944, 946, 948, 950, 952, 954, 956, 958, 960, 962, 964, 966, 968, 970, 972, 974, 976, 978, 980, 982, 984, 986, 988, 990, 992, 994, 996, 998, 1000, 1002, 1004, 1006, 1008, 1010, 1012, 1014, 1016, 1018, 1020, 1022, 1024, 1026, 1028, 1030, 1032, 1034, 1036, 1038, 1040, 1042, 1044, 1046, 1048, 1050, 1052, 1054, 1056, 1058, 1060, 1062, 1064, 1066, 1068, 1070, 1072, 1074, 1076, 1078, 1080, 1082, 1084, 1086, 1088, 1090, 1092, 1094, 1096, 1098, 1100, 1102, 1104, 1106, 1108, 1110, 1112, 1114, 1116, 1118, 1120, 1122, 1124, 1126, 1128, 1130, 1132, 1134, 1136, 1138, 1140, 1142, 1144, 1146, 1148, 1150, 1152, 1154, 1156, 1158, 1160, 1162, 1164, 1166, 1168, 1170, 1172, 1174, 1176, 1178, 1180, 1182, 1184, 1186, 1188, 1190, 1192, 1194, 1196, 1198, 1200, 1202, 1204, 1206, 1208, 1210, 1212, 1214, 1216, 1218, 1220, 1222, 1224, 1226, 1228, 1230, 1232, 1234, 1236, 1238, 1240, 1242, 1244, 1246, 1248, 1250, 1252, 1254, 1256, 1258, 1260, 1262, 1264, 1266, 1268, 1270, 1272, 1274, 1276, 1278, 1280, 1282, 1284, 1286, 1288, 1290, 1292, 1294, 1296, 1298, 1300, 1302, 1304, 1306, 1308, 1310, 1312, 1314, 1316, 1318, 1320, 1322, 1324, 1326, 1328, 1330, 1332, 1334, 1336, 1338, 1340, 1342, 1344, 1346, 1348, 1350, 1352, 1354, 1356, 1358, 1360, 1362, 1364, 1366, 1368, 1370, 1372, 1374, 1376, 1378, 1380, 1382, 1384, 1386, 1388, 1390, 1392, 1394, 1396, 1398, 1400, 1402, 1404, 1406, 1408, 1410, 1412, 1414, 1416, 1418, 1420, 1422, 1424, 1426, 1428, 1430, 1432, 1434, 1436, 1438, 1440, 1442, 1444, 1446, 1448, 1450, 1452, 1454, 1456, 1458, 1460, 1462, 1464, 1466, 1468, 1470, 1472, 1474, 1476, 1478, 1480, 1482, 1484, 1486, 1488, 1490, 1492, 1494, 1496, 1498, 1500, 1502, 1504, 1506, 1508, 1510, 1512, 1514, 1516, 1518, 1520, 1522, 1524, 1526, 1528, 1530, 1532, 1534, 1536, 1538, 1540, 1542, 1544, 1546, 1548, 1550, 1552, 1554, 1556, 1558, 1560, 1562, 1564, 1566, 1568, 1570, 1572, 1574, 1576, 1578, 1580, 1582, 1584, 1586, 1588, 1590, 1592, 1594, 1596, 1598, 1600, 1602, 1604, 1606, 1608, 1610, 1612, 1614, 1616, 1618, 1620, 1622, 1624, 1626, 1628, 1630, 1632, 1634, 1636, 1638, 1640, 1642, 1644, 1646, 1648, 1650, 1652, 1654, 1656, 1658, 1660, 1662, 1664, 1666, 1668, 1670, 1672, 1674, 1676, 1678, 1680, 1682, 1684, 1686, 1688, 1690, 1692, 1694, 1696, 1698, 1700, 1702, 1704, 1706, 1708, 1710, 1712, 1714, 1716, 1718, 1720, 1722, 1724, 1726, 1728, 1730, 1732, 1734, 1736, 1738, 1740, 1742, 1744, 1746, 1748, 1750, 1752, 1754, 1756, 1758, 1760, 1762, 1764, 1766, 1768, 1770, 1772, 1774, 1776, 1778, 1780, 1782, 1784, 1786, 1788, 1790, 1792, 1794, 1796, 1798, 1800, 1802, 1804, 1806, 1808, 1810, 1812, 1814, 1816, 1818, 1820, 1822, 1824, 1826, 1828, 1830, 1832, 1834, 1836, 1838, 1840, 1842, 1844, 1846, 1848, 1850, 1852, 1854, 1856, 1858, 1860, 1862, 1864, 1866, 1868, 1870, 1872, 1874, 1876, 1878, 1880, 1882, 1884, 1886, 1888, 1890, 1892, 1894, 1896, 1898, 1900, 1902, 1904, 1906, 1908, 1910, 1912, 1914, 1916, 1918, 1920, 1922, 1924, 1926, 1928, 1930, 1932, 1934, 1936, 1938, 1940, 1942, 1944, 1946, 1948, 1950, 1952, 1954, 1956, 1958, 1960, 1962, 1964, 1966, 1968, 1970, 1972, 1974, 1976, 1978, 1980, 1982, 1984, 1986, 1988, 1990, 1992, 1994, 1996, 1998, 2000, 2002, 2004, 2006, 2008, 2010, 2012, 2014, 2016, 2018, 2020, 2022, 2024, 2026, 2028, 2030, 2032, 2034, 2036, 2038, 2040, 2042, 2044, 2046, 2048, 2050, 2052, 2054, 2056, 2058, 2060, 2062, 2064, 2066, 2068, 2070, 2072, 2074, 2076, 2078, 2080, 2082, 2084, 2086, 2088, 2090, 2092, 2094, 2096, 2098, 2100, 2102, 2104, 2106, 2108, 2110, 2112, 2114, 2116, 2118, 2120, 2122, 2124, 2126, 2128, 2130, 2132, 2134, 2136, 2138, 2140, 2142, 2144, 2146, 2148, 2150, 2152, 2154, 2156, 2158, 2160, 2162, 2164, 2166, 2168, 2170, 2172, 2174, 2176, 2178, 2180, 2182, 2184, 2186, 2188, 2190, 2192, 2194, 2196, 2198, 2200, 2202, 2204, 2206, 2208, 2210, 2212, 2214, 2216, 2218, 2220, 2222, 2224, 2226, 2228, 2230, 2232, 2234, 2236, 2238, 2240, 2242, 2244, 2246, 2248, 2250, 2252, 2254, 2256, 2258, 2260, 2262, 2264, 2266, 2268, 2270, 2272, 2274, 2276, 2278, 2280, 2282, 2284, 2286, 2288, 2290, 2292, 2294, 2296, 2298, 2300, 2302, 2304, 2306, 2308, 2310, 2312, 2314, 2316, 2318, 2320, 2322, 2324, 2326, 2328, 2330, 2332, 2334, 2336, 2338, 2340, 2342, 2344, 2346, 2348, 2350, 2352, 2354, 2356, 2358, 2360, 2362, 2364, 2366, 2368, 2370, 2372, 2374, 2376, 2378, 2380, 2382, 2384, 2386, 2388, 2390, 2392, 2394, 2396, 2398, 2400, 2402, 2404, 2406, 2408, 2410, 2412, 2414, 2416, 2418, 2420, 2422, 2424, 2426, 2428, 2430, 2432, 2434, 2436, 2438, 2440, 2442, 2444, 2446, 2448, 2450, 2452, 2454, 2456, 2458, 2460, 2462, 2464, 2466, 2468, 2470, 2472, 2474, 2476, 2478, 2480, 2482, 2484, 2486, 2488, 2490, 2492, 2494, 2496, 2498, 2500, 2502, 2504, 2506, 2508, 2510, 2512, 2514, 2516, 2518, 2520, 2522, 2524, 2526, 2528, 2530, 2532, 2534, 2536, 2538, 2540, 2542, 2544, 2546, 2548, 2550, 2552, 2554, 2556, 2558, 2560, 2562, 2564, 2566, 2568, 2570, 2572, 2574, 2576, 2578, 2580, 2582, 2584, 2586, 2588, 2590, 2592, 2594, 2596, 2598, 2600, 2602, 2604, 2606, 2608, 2610, 2612, 2614, 2616, 2618, 2620, 2622, 2624, 2626, 2628, 2630, 2632, 2634, 2636, 2638, 2640, 2642, 2644, 2646, 2648, 2650, 2652, 2654, 2656, 2658, 2660, 2662, 2664, 2666, 2668, 2670, 2672, 2674, 2676, 2678, 2680, 2682, 2684, 2686, 2688, 2690, 2692, 2694, 2696, 2698, 2700, 2702, 2704, 2706, 2708, 2710, 2712, 2714, 2716, 2718, 2720, 2722, 2724, 2726, 2728, 2730, 2732, 2734, 2736, 2738, 2740, 2742, 2744, 2746, 2748, 2750, 2752, 2754, 2756, 2758, 2760, 2762, 2764, 2766, 2768, 2770, 2772, 2774, 2776, 2778, 2780, 2782, 2784, 2786, 2788, 2790, 2792, 2794, 2796, 2798, 2800, 2802, 2804, 2806, 2808, 2810, 2812, 2814, 2816, 2818, 2820, 2822, 2824, 2826, 2828, 2830, 2832, 2834, 2836, 2838, 2840, 2842, 2844, 2846, 2848, 2850, 2852, 2854, 2856, 2858, 2860, 2862, 2864, 2866, 2868, 2870, 2872, 2874, 2876, 2878, 2880, 2882, 2884, 2886, 2888, 2890, 2892, 2894, 2896, 2898, 2900, 2902, 2904, 2906, 2908, 2910, 2912, 2914, 2916, 2918, 2920, 2922, 2924, 2926, 2928, 2930, 2932, 2934, 2936, 2938, 2940, 2942, 2944, 2946, 2948, 2950, 2952, 2954, 2956, 2958, 2960, 2962, 2964, 2966, 2968, 2970, 2972, 2974, 2976, 2978, 2980, 2982, 2984, 2986, 2988, 2990, 2992, 2994, 2996, 2998, 3000, 3002, 3004, 3006, 3008, 3010, 3012, 3014, 3016, 3018, 3020, 3022, 3024, 3026, 3028, 3030, 3032, 3034, 3036, 3038, 3040, 3042, 3044, 3046, 3048, 3

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 60
 40 dy. 2 65
 30 dy. 2 70
 20, 16, and 12 dy. 2 75
 10 dy. 2 80
 8 and 9 dy. 2 85
 6 and 7 dy. 3 00
 2. American pattern only—
 From 4 to 5 dy. 3 20
 3 dy (lath). 3 60
 3. Canada pattern only—
 From 4 to 5 dy. 3 10
 3 dy (lath). 3 50
 3 dy, A. P. fine. 4 20
 Car lots 10c. less.
 Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.
 Wire Nails, 70 and 7½ per cent.; 3 per cent. cash delivered in lots of 10 kgs or more.
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
 Carbon safety " 0 18 0 19
 Canada w. w. " 0 18 0 19
 American w. w. " 0 00 0 20½
 S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 60, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 " Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 82½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinsners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron " dis. 55 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron or steel, 55 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6¼	00 9
¾, 5-16, ¾ in.	7¼	00 9½
Cotton	15 17	
Russia Deep Sea	00 13	
Jute	6¼ 7½	

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 percent.
 Kempshell's, dis. 40, 82½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Diston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Diston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 77½ p.c.
 " R. H., " dis. 72½ p.c.
 " F. H., brass, dis. 75 p.c.
 " R. H., " dis. 70 p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, japanned, 80 p.c.
 " N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 Japanned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme " 3 00 5 00
 Lock, Andrews. 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Gross.	Doz.
Tea spoons, per gross.	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium, " "	27 00	00 00
Table, " "	36 00	00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 and 10 to 70 p.c. rev. list.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

	Gross.	Doz.
Scientific Stove Enamel.	7 50	0 75

STONE.

	0 28	0 50
Washita, per lb.	0 28	0 50
Hindostan, " "	0 06	0 07
slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" "	0 00	0 15
Turkey, " "	0 00	0 50
Arkansas, " "	0 00	1 50
Water-of-Ayr, " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

	66½	60	66½	60	66½	30	30	50	45	30	40	45	52½	50
Cheese-box tacks, blue	66½													
Trunk tacks, black	60													
" tinned	66½													
B.B.B. iron carpet, blue.	60													
" tinned	66½													
B.B.B. iron carpet, bright or blued (in kegs)	30													
B.B.B. iron carpet, tinned (in kegs)	30													
B.B.B. cut tacks (in bulk)	50													
" (in dozens, 1 to 6 oz.)	45													
" (in dozens, 8 to 24 oz.)	30													
" " " " " " " "	40													
" " " " " " " "	45													
Swedes, cut tacks, genuine, blued and tinned	52½													
Swedes, upholsterers', genuine	50													

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66½
 Swedes, carpet, gimp, lace brush, blued and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails. 60
 Leather carpet tacks. 30
 Trunk nails, black and tinned. 65
 Clout nails. 66½
 Cigar box nails. 45
 Lining nails in papers. 10
 " " in bulk. 15
 " " solid heads, in bulk. 42½
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15
 Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather. 5 50 9 75
 Chesterman's, each. 0 90 2 85
 steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
 Japanned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's " 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?
WISH THUS TO BUILD
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United
States, Canada, the European Continent,
Australia, and in London, England.

The Bradstreet Company is the oldest and, financially,
the strongest organization of its kind—working in one
interest and under one management—with wider rami-
fications, with more capital invested in the business, and
it expends more money every year for the collection and
dissemination of information than any similar institution
in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

ISLAND CITY

Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

BABBIT

Handlers of

Do you wish the maximum of satisfaction
for the minimum of cost?

THEN

SEE

YOU GET

G. Langwell's Babbit

MONTREAL, QUE.

See that the name is stamped on each bar.

MATCHLESS



IN USE

THE MATCHLESS

Folding Tub

.. and Wringer Stand

A new invention for holding the
wash-tubs and wringer solid.
Required in every house. All
hardwood; substantially made.
Takes the lead in price and
quality.

J. H. Connor

Manufacturer

OTTAWA, CAN.

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of
hardware people—strong, tough, hard-to-tear
paper. Upon request we will be glad to
send a book of samples from which you can
order.

Let us know what you want in our line.

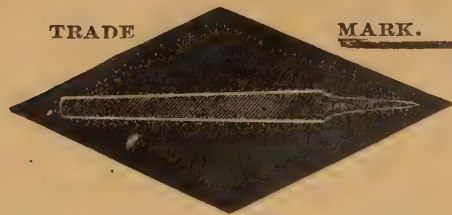
318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

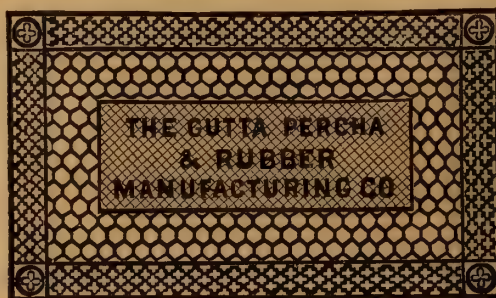
Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



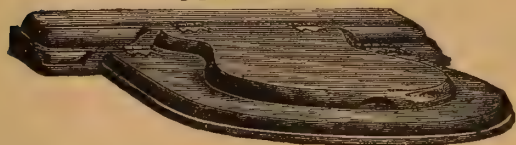
CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
is a Specialty.

Manufacturers - Toronto

N. B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

CANADIAN

HARDWARE

AND METAL

MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, APRIL 11, 1896.

No. 15.



MAGNOLIA METAL

— IN USE BY —

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.



MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

The Largest Manufacturers under the British Flag

As the exception proves the rule, so we say that there is in Canada but one "Good Radiator." Examine it and report intelligently; though the "finds" be small you will not bury beneath the avalanche our

"Safford" Patent Radiators

SECURE IN PUBLIC FAVOR
THROUGHOUT THE WORLD

Made only by

The Toronto Radiator Mfg. Co.

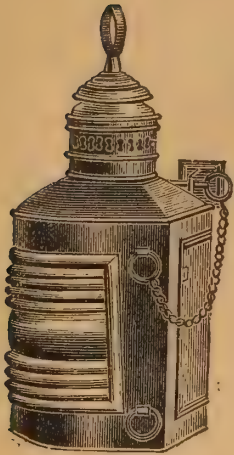
TORONTO, ONTARIO

LIMITED



PATENTED AND REGISTERED

Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd.

- Toronto



When a
**Copper
Boiler**

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed

**200 LBS.
PRESSURE**

also will
not

COLLAPSE



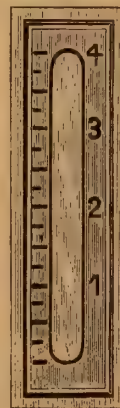
The Booth Copper Co.
LIMITED
Toronto



**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

Kemp Manufacturing Company

TORONTO, ONT.

Strikingly Handsome



And up-to-date in every particular will be every advertisement in the Special Edition of this journal. We regret to have to announce delay of publication for another week. We really cannot help disappointing, but we can better afford to keep you waiting than to give you a poor specimen of our work. But positively forms close

WEDNESDAY

22nd APRIL

If your advertisement is not in by this date you will be the most disappointed mortal on this green earth when you see the Special Number. There is still plenty of time to prepare copy.

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of
Hamilton, Ont.

Manufacturers of

Cross Cut
Circular, Mill
and Hand Saws

Buck Saws
Billet Webs
And all other kinds of Saws

SPECIAL ATTENTION
GIVEN TO REPAIR WORK

TRUE TO GAUGE

HAMMERED
CHARCOAL
BAR IRON

UNIFORM
QUALITY

HIGH IN GRADE
COSTS NO MORE

The Guelph Norway Iron and Steel Co., Ltd.

ROLLING MILLS - GUELPH, ONT.

YOU CAN'T GO WRONG

With a stock of the famous
and unequalled . . .

Quick Meal

GASOLINE STOVES

They always give splendid satisfaction, being perfect in construction, handsome in finish, and simple to manage. They are never dead stock—they sell on their merits.

Write us for catalogue with full description and prices of the many styles and sizes.

We are Sole Agents for Canada

The Gurney Foundry Co. Ltd. - - Toronto
The Gurney-Massey Co. Ltd. - - Montreal



HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, APRIL 11, 1896

No. 15

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE MAKERS' MEETINGS FINISH.

THE Makers' Associations concluded their labors at the Windsor Hotel, Montreal, Saturday after a session lasting from Tuesday.

The goods considered were plain and barbed wire, wire nails, cut nails, horse nails, horseshoes, tacks, screws, etc., etc. The details in regard to plain and barbed wire, wire nails and tacks have already been published.

In cut nails, though no immediate advance was decided upon, the expectation of many dealers that the price would go up was correct. The old basis of \$2.60 holds good until the 10th of May, but after that date buyers will have to pay a base price of \$2.75.

No doubt it is expected that this concession will induce some activity in the meantime, but so far neither the makers nor jobbers report any appreciable increase in the volume of orders since the change was made public.

Horse nails also have been advanced 5 per cent., the discount now being 50 per cent. This was the only other change decided upon in the nature of advanced cost, other alteration being in an opposite direction. This was in screws, the basis for which has been reduced $2\frac{1}{2}$ per cent. all round. The new discounts are given in our regular market reports.

AMERICAN PIG IN ENGLAND.

FIVE years ago few, if any, people even dreamed that pig iron of United States make would get as far east as Montreal; but it did. And drove out the domestic article too.

It is now reported to have done a still more startling thing: A market has been found in England for 1,000 tons of Birmingham, Alabama, pig.

One thousand tons of pig iron is not a large thing, but it is the thin end of the wedge, and some of the American papers are jubilant over the matter, anticipating that it will ultimately be driven home. This remains to be seen.

The Southern furnace people are noted for the extremely low prices at which they can produce pig iron; but the test as to whether they can go up and possess the British market can only be applied under ordinary conditions and not under such extraordinary conditions as are obtaining today.

When a man finds himself with an uncomfortable load on his shoulders he is usually quite willing to dispose of a part of it at a sacrifice in order that relief may be obtained. It is so with the furnace men in the South, and it has been so with them before.

The sale of American pig iron is of course something to crow about, but care should be taken not to crow too much.

THE TRADE OUTLOOK.

IT is a fact that cannot be denied: the trade of the country has not made that progress towards recovery which it was six or eight months ago anticipated it would. A great deal of disappointment finds expression in nearly all branches of trade in consequence.

If, however, instead of concentrating our vision altogether on the present, as too many are doing, we were to cast our eyes about us we would see that the cloud after all has a pronounced silver lining.

Although in an organic sense Canada and the United States are separate and distinct nations, financially and commercially they are one. Therefore, what affects the com-

mercial interests of the one naturally affects those of the other.

During the last eight months the United States has suffered a re-action: prices have fallen, failures have multiplied, works have been closed, and business has been unsettled generally.

Trade in Canada has sympathized with the conditions obtaining on the other side. And, being in point of commercial importance and in population smaller than the United States, the Dominion naturally felt the influence of the adverse trade relatively more than would have the United States if the depression had originated in this country instead of where it did.

Now that the business tide in the United States is again rising, that in Canada may be expected to follow. In fact, business has already begun to improve in this country.

The evidence of this is seen in the increased railway earnings, the expansion of our foreign trade, and the improvement of the clearing house returns.

The slowness of payments is no doubt due partly to two things. One is the large quantities of grain which are locked up in the elevators awaiting the opening of navigation. The other is the dulness of the lumber trade.

A well-known lumberman asserted to **HARDWARE AND METAL** that the most part of last season's make of lath and shingles and three-fourths of the lumber cut were unsold. Besides this, it must be remembered that a great deal of the lumber cut of 1894 was in the yards when the mills started up in 1895.

The condition of the lumber trade is largely due to the unsatisfactory state of affairs in the United States, that country being our chief customer in this respect.

Our total exports of manufactured wood to the States last year were valued at \$12,479,219. Great Britain came next with \$10,096,630. Compared with the previous year this was a decrease of \$803,036 in the one instance and \$1,443,470 in the other. These figures are for the fiscal year ending June 31 last.

The demand from the United States is just now practically nil, and some of the best houses over there that have been purchasing Canadian lumber have been unable

to meet their paper for the same when it fell due. The senior partner of one American house who has been in the lumber trade all his life, a few weeks ago, when writing asking a Canadian mill man for a brief extension, declared that he had never, in all his experience, seen the lumber trade of the United States in such a deplorable condition.

This state of affairs must naturally reflect upon Canada. But it is reasonable to expect that in the general trade recovery that is going on in the United States, the lumber business will not be unaffected. And when the lumber trade does improve we may look for a better demand from the other side for Canadian lumber.

While Canadians can do little or nothing to hasten along the improvement in business in the United States, even were they disposed to try, it is different with their own country. By displaying a little more energy and a little more confidence they can do much to bring about increased activity in trade. And if they will look around them they will find that there is not a scarcity of material for utilizing as a basis for the creation of this confidence.

BARB WIRE LIKELY TO ADVANCE.

Manufacturers of barb wire are talking a good deal this week about an advance in the price of their product, in as far as the province of Ontario is concerned, at least.

Already, **HARDWARE AND METAL** understands, two informal meetings have been held to consider prices; and it is asserted that higher figures would have been ordered ere this but for the stand taken by one manufacturer, who desires to defer action for a short time.

At the price at which barb wire is selling in Ontario, namely, \$2 87½ per 100 pounds, there is little or no profit for the manufacturer. The reason, it will be remembered, the price was reduced to that figure was the demoralized condition of the United States market and the consequent attempt of the Pittsburg manufacturers to slaughter this market.

The situation on the other side is now stronger, largely as a result of the formation of the large steel combine and the consequent advance in still billets.

If the conditions now obtaining in the United States continue it seems certain that we shall see an advance in barb wire, in Ontario at any rate.

As **HARDWARE AND METAL** intimated at the time, the reason the price in Quebec was left unchanged, while a reduction was ordered in Ontario, was that American wire was not going into that province, the freight rate being sufficient to keep out the Pittsburg article, while that to Ontario points was not sufficient.

OUR SPECIAL NUMBER.

IT is now beyond a doubt that the Special Edition of **HARDWARE AND METAL** for 1896 will be the most interesting and the most striking ever issued. Advertisers are making it so. The attractive cover design is lithographed in seven colors. The back cover was purchased by the Hamilton Powder Co., and their advertisement will be printed in the same number of colors.

Of the striking advertisements already received, the paint manufacturers lead. Messrs. Walter H. Cottingham & Co. and A. Ramsay & Son have a full page each, with attractive designs in two colors; the Canada Paint Co. have so much interesting information for the trade that they require two pages in which to tell it. P. D. Dods & Co. have also a page in two colors. The stove manufacturers are as enterprising as ever, the leading firms being represented in up-to-date advertisements.

We intended to name the star advertisement, but now give it up—they are all stars. A host of advertisers with equally bright ideas show the increased interest taken in modern publicity. The last date for receiving advertising copy is April 22nd.

THE PRICE OF NAILS.

One of the resolutions passed at the recent meeting of the Wire Nail Association was to the effect that on and after May 1 prices would be advanced another 2½ per cent., so that on and after that date the discount will be 70 and 5 per cent. in Ontario, and 70 and 10 per cent. in the province of Quebec.

As noted elsewhere, cut nails will be 15c. per keg dearer after May 1, although a reduction of 5c. per keg will be allowed on the face of the invoice, thus making the actual advance 10c. per keg.

At a meeting of the United States manufacturers of cut and wire nails, held in New York, it was decided to advance prices 15c. per keg on May 1.

POSTPONED.

We regret to disappoint our subscribers and advertisers by delaying the publication of the Special Number. We really cannot help it. We figured on about the same amount of advertising as we had last year, but were agreeably surprised on promised date of publication to find ourselves away ahead. We promise, however, that the Special Number will be in your hands by April 25th. Last day for advertising copy, April 22nd.

A SUPERIOR CARRIAGE BOLT.

A hardware merchant in West Virginia about a month ago wrote to *Iron Age* as follows: "The ordinary common carriage bolts that we get from the jobbers nowadays are so miserably poor that we have decided to sell a better quality, which none

of the jobbers that we deal with carry on account of the slight difference in price."

In the face of this paragraph it is refreshing to know that in Canada we are turning out a common carriage bolt against which no such complaint can be levied.

The evidence of this is before us in the shape of a couple of carriage bolts which have been bent double in the thread while cold, without exhibiting the least sign of a fracture.

The bolts in question are being turned out by the Swansea Forging Co. of Toronto, and one of the points claimed for them is that they are superior to the American-made common carriage bolts.

INSOLVENCY LEGISLATION.

A VERY important matter was brought up at the quarterly meeting of the Montreal Board of Trade this week by J. D. Rolland, of the Rolland Paper Co. It was the question of a uniform insolvency law for the whole Dominion, in which connection he submitted the following resolution:

"That this Board desires to express its dissatisfaction at the lack of an insolvency law for the whole Dominion, and strongly urges upon the president and succeeding Councils to spare no effort to procure the enactment by the Federal Parliament of an insolvency law uniform in its administration throughout the Dominion."

This was seconded by B. J. Coughlin, who urged that the question be pressed upon the Federal Parliament, for it was important that we should have an insolvency law that was applicable to the whole country, and that would do away once for all with those anomalies of preferential settlements and arrangements that existed in one place or another.

John McKergow and J. A. Cantlie, members of the Insolvency Committee, reported what that committee had done in the matter. Mr. McKergow regretted that they could not report anything substantial in the line of insolvency legislation, but it was not for the want of trying. Last year everything was done to have the bill before Parliament amended and presented, but the session died without any results. This year it was useless to try. A bill had been before Parliament, but it had been side-tracked, and nothing would probably be done until after the elections. The committee was watching the matter, and would do all it could to have a bill introduced which would meet the views of the merchants as far as possible.

J. A. Cantlie complained of the opposition from the Bankers' Association, there being a difference of opinion between bankers and merchants as to how the ranking should take place on the notes discounted. The House of Commons as a whole was also opposed to the bill, for what reason he could not for the life of him see. As they were on the eve of a general election, they would do well to keep the matter before the business public, and also send a copy to the Minister of Justice, showing that gentleman that the Board of Trade was looking after its interests, and determined to have them recognized, if at all possible.

The motion was adopted unanimously.

ONTARIO HARDWARE ASSOCIATION.

THE following is the Constitution and By-laws of the Ontario Hardware Association adopted at the recent meeting held in Palmerston :

ARTICLES.

I. This association shall be called the Ontario Hardware Association.

II. The objects of the association shall be to correct abuses already existing, to provide opportunities for considering the changing conditions of trade and to promote the welfare and interest of members by establishing more intimate relations with each other.

III. The officers shall consist of a president, vice-president, second vice-president and secretary-treasurer (and an Executive Committee consisting of five members).

IV. It shall be the duty of the president to preside over all meetings of the association. He shall enforce a strict observance of the Constitution and By-laws, decide all questions according to parliamentary usage; he shall, with the approval of the Executive, fill all vacancies in office caused by death or resignation; he shall have the casting vote in the case of a tie and a general supervision over the affairs of the association.

V. It shall be the duty of the vice-presidents to assist the president in the discharge of the duties of his office, and in the case of absence, death or resignation of the president, they shall act respectively as president, the vice-president having precedence to the second vice-president.

VI. It shall be the duty of the secretary-treasurer to attend all meetings of the association, keep a correct record of the minutes of each meeting, of all officers and members present at each meeting, of all accounts of the association, to make a full report of the fiscal affairs of the association at each annual meeting, to pay out moneys on the vote of the association or order of the president, and perform such other duties as may belong to him by virtue of his office, give such bonds as the association may direct, and collect all dues and forfeits.

VII. The Executive Committee shall have charge of all preliminary arrangements, prepare the business of each annual meeting and perform such other duties as they may from time to time deem for the best interests of the association. They shall also constitute a Grievance Committee whose duty it shall be to take action on all grievances and complaints made and reported to them by the secretary as soon as practicable, and also have power to appoint special committees, reporting their decision to the secretary. Their decision shall be final and reversible only by the association in convention assembled. They shall also keep a correct record of their action and report at each annual meeting.

VIII. This association will sustain all members in good standing in the discharge of their duties towards each other and this association and protect their interests so far as possible against non-members of this association and members who may violate the Constitution, Rules, Regulations, Resolutions or By-laws of this association.

IX. All retail hardware, stove and tin dealers engaged in business in Ontario on the 26th day of March, 1896, in their own name who are of good moral character and are provided with the necessary stock-in-trade and facilities to enable them to carry

on the legitimate trade as retailers shall be eligible for membership.

X. Each and every application for membership shall be made in writing signed by the applicant on blanks furnished by the secretary for that purpose and shall be forwarded by the secretary to the Executive Committee for approval, and every applicant before enrolment must agree to comply with the Constitution, By-laws, Rules, Regulations and Resolutions of this association and pay his membership fee of two dollars.

XI. The certificate of any member becoming bankrupt or insolvent or absconding and failing to obtain a settlement with his creditors shall, on the happening of any such events, be liable to be cancelled without notice on the order of the Executive Committee.

XII. All charges, complaints or grievances against members and others must be made in writing, giving definite charges for basis of investigation, signed by the member preferring same and delivered to the secretary, who shall forthwith transmit same to the chairman of the Executive Committee.

XIII. Any member guilty of a violation of the Constitution, By-laws, Rules, Regulations or Resolutions of this association shall be fined or suspended from membership and, if fined, on default of payment when ordered, suspended.

XIV. Any member who shall be suspended shall thereafter during suspension be deprived of all rights, privileges and benefits of this association.

XV. A suspended member can only be reinstated by the payment of such fine as may be imposed by the Executive Committee and by signing a declaration of his intention to faithfully uphold and maintain the Constitution, By-laws, Rules, Regulations and Resolutions of this association.

XVI. Members of this association shall not deal with any manufacturer, wholesaler or jobber who sells goods to private citizens or consumers or persons not members of this association, or with any manufacturer or wholesaler who sells to a jobber who deals directly or indirectly with the consumer to the injury of the legitimate retail trade of members of this association or any member thereof.

XVII. The annual dues shall be \$2 payable in advance, and members in arrears for dues or fines shall be suspended if such dues or fines are not paid within three months after notification by the secretary and shall remain suspended until said fines or dues, as the case may be, are paid.

XVIII. Any member in arrear for fines or dues shall not be entitled to a vote or take part in the meetings or business of this association until such arrearages are paid in full.

XIX. All Rules, Regulations and Resolutions that now or shall hereafter be adopted for the government, policy or benefit of this association shall be considered as part of the Constitution and By-laws of this association and respected and enforced as such.

XX. Ten members in good standing shall constitute a quorum for the transaction of business.

XXI. There shall be appointed by the president a sergeant-at-arms or other officer to take charge of the door at each meeting of the association and he shall admit members only, unless ordered or permitted by the association, and he shall cause all members present to register their names in a

book to be kept for that purpose, on entering the place of meeting.

XXII. In case of dispute between co-partnership upon a dissolution as to which member of the firm shall be entitled to the privileges of membership formerly enjoyed by the co-partnership, the matter in dispute shall be determined by the Executive Committee, whose decision shall be final.

XXIII. Each and every person, firm or company who shall after the 26th of March, A.D. 1896, commence the retail business of dealers in hardware, stoves or tinware, within the jurisdiction of this association and who shall be desirous of becoming a member thereof, shall be so entitled upon payment of an admission fee of \$2, and the annual dues thereafter shall be the same as in the case of other members.

XXIV. Members shall not under any circumstances divulge to others than members in good standing the business transacted or to be transacted by or for the benefit of the association, save and except in canvassing for membership or advancing the general interests of the association—and then only in a general way—so that the objects of the association shall not improperly be divulged to persons who may refuse to become a member of this association.

XXV. At all meetings of this association the order of business shall be as follows :

1. Reading minutes.
2. Business arising out of minutes.
3. Receiving communications.
4. President's address.
5. Secretary-Treasurer's report.
6. Reports of Standing Committees.
7. Report of Special Committees.
8. Unfinished business.
9. New business.
10. At annual meetings, election of officers.

XXVI. The Constitution and By-laws of this association and the Rules, Regulations and Resolutions thereof shall not be subject to variation, alteration or amendment, except a copy of the resolution covering same shall have been sent to each member of the Executive Committee at least two months before the annual meeting at which resolution is proposed to be submitted, and if deemed advisable, the said committee shall instruct the secretary to mail to each member of this association a copy of said resolution at least one month before the said annual meeting. Provided, however, that the association may at any annual meeting by a unanimous vote of the members present suspend this rule and make such variations, alterations or amendments as may be in the interests of the association.

XXVII. A special meeting may be called by the written request of the president or of any five members of this association, the president to instruct the secretary to issue notice of such meeting at least ten days before said meeting; the time and place to be decided by the Executive Committee.

XXVIII. All officers shall be elected by ballot as well as the Executive Committee.

The officers of the association are: President, W. C. Taylor, Lucknow; vice, S. Bricker, Listowel; second vice, A. Lamont, Mount Forest; sec.-treas., W. J. Falconer, Palmerston. Executive (with the above): W. G. Scott, Mount Forest; W. Lynch, Palmerston; O. B. Henry, Drayton; J. Hillhouse, Clifford; J. C. Brown, Harriston

DROPS FROM THE EDITOR'S PEN.

Vacillation does not facilitate trade.

Careless habits cost money and remorse.

The clerk is usually what the merchant makes him.

Bad weather and bad politicians are Canada's bane just now.

Industry reaps its own reward, and, not infrequently, honors besides.

Every merchant should be a molder—a molder of his customers' tastes.

If half the intentions were put into action business would be in a millennium.

Intermittent advertising, like intermittent fever, is not a thing to be encouraged.

A well-dressed window is a standing invitation for people to come in and buy.

The successful merchant may not necessarily be a pugilist, but he must be a fighter.

The office of the house organ is to play tunes that will suit its maker the live-long day.

The wide-awake merchant is he who aims to educate his customers as well as his salesmen.

The versifying young man is not usually good for business, but the versatile young man is.

Without bookkeeping the merchant cannot enter into that rest which comes of successful business.

Even were he to lie in a vat of lye the lying advertiser could not avoid getting "played out."

Business properly selected and properly conducted is not a lottery: it is an ensured success.

What this country needs is more legislation in the interest of trade and less in the interest of party.

The fool is not content to let cash slip away from him, but precipitates its going by throwing it away.

As much politeness should be shown in asking the wants of customers as in asking for a lady's hand.

Business pirates cannot always sail under false colors, for the colors under which they sail are not fast.

It is said that the department stores are at the back of the movement which is agitating the United States for a one-cent letter

postage. It is quite possible. A one-cent rate would mean a reduction of 50 per cent. in the cost of postage, quite an item to the department stores, who use the mails extensively.

Persistent pushing builds up dislike in the breasts of penurious competitors as well as success in business.

Cancelling orders without good and sufficient reason is to court the cancellation of your name for honesty.

Because failure is met on one tack it is no reason why the business ship should be allowed to drift on the rocks.

Manitoba has got rid of its big crop of ice and snow, and is beginning to talk of big crops of cereals. Those Manitobians are great people for big things.

If thought were generated by the action of the tongue what brilliant thinkers the country would have at Ottawa!

Honorable success can no more be won by dishonorable methods than can turnips be raised by planting carrot seed.

The window may not be a reflection of the store, but where there is a dirty window people will look for a dirty store also.

A merchant, clerk, or anybody else who cannot stand teaching will never be able to stand before the world as a type of success.

A bargain is a bargain only when you can sell it or require it. A dollar article is dear at ten cents unless it has utility for you.

Persons who jump into positions they are not qualified to fill usually have to jump down again. Men, like water, find their level.

Fire insurance does not prevent a man's business being licked up by the flames, but it prevents the flames kicking him out of business.

Merchants cannot afford to spend much time or money on horse racing. The race for business demands all their time and all their money.

One does not require to be a clairvoyant to see that many of the politicians now in Parliament will be political bankrupts after the next general election.

The country store is an ancient institution, but it promises to be flourishing like a green bay tree while the city store is withering in the blast of the department store wind.

The ranks of the world's famous people would soon be swelled if fame could be

reached by flying and not by climbing. But he who would succeed must climb, and that pretty hard too as a rule.

Wisdom is it for a young man to aim to be a great merchant, but foolishness is it for him to aim to be a great monopolist, with all the trade of the community his alone.

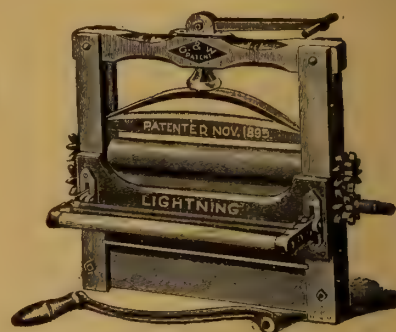
A NEW WRINGER.

H. S. HOWLAND, SONS & CO. are placing upon the market a new wringer called the "Lightning." They claim that this wringer has many advantages over any other wringer introduced.

1. The "Lightning" is the first wood frame wringer in the market with loose bottom bearings, thus reducing to a minimum the tendency of loosening in the bottom roll.

2. It is so constructed that the heavier the article going between the rolls, acting automatically, its grip tightens on the tub.

3. It has no thumb screws to become



rusty, and therefore saves this annoyance found in other wringers.

4. It can be taken off and put on the tub twenty times to one that any other wringer can.

5. It is constructed so that an equal pressure is assured on all parts of the wringer.

Its scientific principles must be acknowledged at once.

6. The construction of the bottom roll resting on a transverse bearing in connection with the large spring capacity enables one to wring a lace handkerchief or a bed quilt without any adjusting.

7. It is so simple in construction, yet so quick in its action, that it makes an immense saving in time and labor. It is impossible to take this wringer from the tub without reducing all pressure in the rolls.

8. The rolls being automatically relieved when not in use, there is no pressure on the rolls except when in actual use.



9. The lower rolls as well as the upper rolls being adjustable from the pressure of articles going between them, buttons are not so liable to be broken or torn off as in other wringers.

10. It has the strongest and simplest drop table in the world ; does away with all wires, staples, etc.

11. By the lever principle a much heavier pressure can be had on the rolls, thus wringing much dryer than any other wringer.

12. The "Lightning" has a much greater capacity than any other 11-inch wringer on the market, and will wring with greater ease.

13. It is made from the finest selected materials, and every "Lightning" wringer is guaranteed perfect.

14. The rolls of the "Lightning" wringer are solid vulcanized rubber of the very best quality.

H. S. Howland, Sons & Co. will be glad to send samples of this wringer to any of the hardware merchants of Canada. They are the first purchasers in Toronto, and expect a very large trade on the new article immediately.

THE WHEEL AND ENGLAND.

TAKE the Great North Road. Except upon market days one might have traveled any fifty miles along it between Highgate and York without meeting 50 people. The famous old inns were in the condition of the "Dolphin's Head, by J. Mellows," as described by Dickens in his capacity as an uncommercial traveler. Towns which literally lived by the road had drifted into a helpless somnolent condition, from which no apparent human agency could awaken them, and the stranger thereto was stared at as much as if he had been a Highlander or an Iroquois in full war paint. The highway itself being of no particular value to anybody since the Great Northern Railway began to whirl the old patrons of the road along at 45 miles an hour, was allowed to decay, and in wet seasons or snowy weather was well-nigh impassable.

The rage for wheeling has produced a rapid transformation. Station yourself at any point you like, and try to count the machines which pass on a fine Saturday afternoon during the course of an hour, and you will soon abandon the task as hopeless. Then, consider that every rider of every machine spends something during his trip, even if it be but the cost of a temperance drink ; consider that a very large number of Saturday riders sleep out and make good meals during their journey ; that they are constantly spending something over and above their actual traveling expenses ; that the wonderful extension of our acquaintance with our own country resulting from these peaceful invasions of it by the inhabitants, not merely of the metropolis, but of every city and considerable town in the land, has led to the refurbishing up of such local lions as the castle, or the abbey, or the great Somebody's birthplace, or the waterfall, or the view (the inspection of all of which means the expenditure of money), and an approximate idea may be gained of the influence upon national trade which this pastime alone exercises.—Chambers' Journal.

THE . . .

Same Yesterday, To-day, To-morrow And all the Time



This is one of the notable characteristics of The Pratt & Lambert Varnishes---uniformity. It is one of the most essential things about a good varnish. It is about as rare as it is essential. You will have more comfort and more profit in your varnish trade if you insist upon having it. We want to serve you.

THE

COTTINGHAM VARNISH CO.

LIMITED

MONTREAL

FEATS OF DRILLING.

SOME correspondents of the mechanical journals, says a writer in Age of Steel, affect to discredit the fact which is said to have been performed by some expert tool jugglers—tool jugglers! look ye—in England, of the drilling a hole lengthwise through an ordinary sewing needle $1\frac{1}{8}$ inches long; “the opening being large enough to permit the passage of a very fine hair.” If the statement claimed that the opening was large enough to throw a wheelbarrow through, it would confessedly be somewhat tough; but as it is, it is hard to see how the hole could have been much larger. As to the mere matter of making a hole through the needle, although it may seem utterly preposterous to a person in the habit of boring cylinders for marine engines with a variation in size of from a half to three-quarters of an inch, yet it need not necessarily be any more difficult than to drill a quarter-inch hole through a half-inch rod a foot long; and an instance was authentically reported of a gunsmith, forty years ago, who drilled seven quarter-inch holes, parallel with each other, one of them in the center, and all lengthwise, through a round piece of decarbonized steel, $1\frac{1}{8}$ -inch in diameter and 12 inches long. Such a feat would hardly be mentioned at the present time. A more remarkable feat of drilling, and one which probably answered as useful a purpose as the drilling of the needle, is one which is recorded in a late number of a leading mechanical journal, which states that a celebrated machine shop on the Atlantic Coast, in making a hole in a bar of metal, three-quarters of an inch in diameter and thirty-five feet long, drilled $17\frac{1}{2}$ feet into each end, and the two holes met in the middle, with a variation from coincidence of only a thirty-second of an inch. This hole was drilled for our rich, but impecunious, Uncle Sam, simply to lighten the bar, and having some notion of what such jobs used to cost when less perfect tools were used, one is apt to think that, if other rich manufacturers indulged in such practices, they would be quite likely to get in a hole.

This is not the right age in which to assert that any particular feat of mechanical skill is impossible. It might perhaps have favored a reputation for sagacious incredulity to have given utterance to such dogmatic growls in the stone age, but not since—no, not since—not in the bronze age. Neither, yet, in the iron age, and in this age of steel, if there was a demand for hollow cambric needles at remunerative prices most any of our leading machinery manufacturers would accept a gilt edged order for a machine which they would warrant to drill them unerringly, with perfectly satisfactory precision and dispatch.

The London Board of Trade have elected the following officers: President, John Bowman; vice-president, A. B. Greer; secretary-treasurer, J. A. Nelles.

EXPECTATIONS EXCEEDED

AN EXPLANATION

We know a number of our customers are disappointed — perhaps annoyed — at not having had their orders filled more promptly, and we wish to make this explanation:

Before we put in our plant last Fall, we made a careful estimate of what we expected our output would likely be, and we placed what we considered would be sufficient machinery for all that would be required for the first year's business.

Our salesmen had not been on the road more than a month, however, when we saw our facilities would require to be increased to keep pace with the orders that were being booked. More machinery was at once ordered from the principal works of The Sherwin-Williams Co., at Cleveland, and this machinery is now set up and running. Since we started our entire force has been working nights considerable of the time, and part of it all the time. Although we are still behind our orders we are doing everything possible to keep up with them, and our customers can depend upon it no order is being neglected. All orders will be completed at the earliest possible moment.

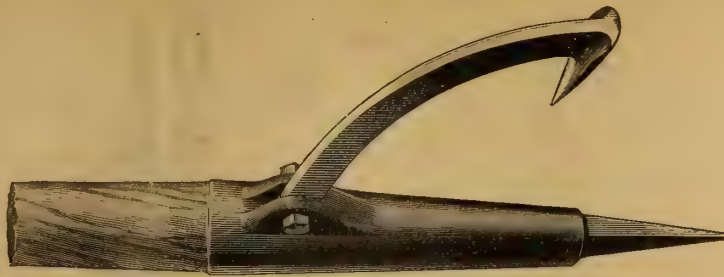
S.W.P.
DID IT

The **Walter H. Cottingham Co. Ltd.**

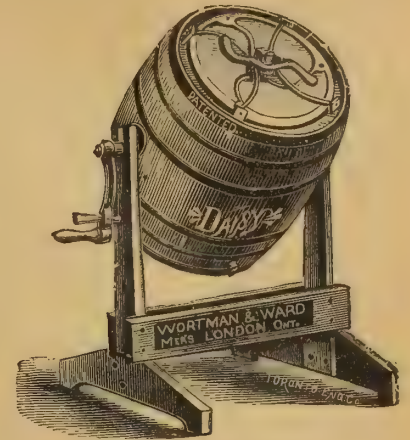
MONTREAL



Hartz Blocks.



PEAVIES, CANT HOOKS AND HANDLES, BLOCKS, PIKE
POLES, CHAIN, ROPE, OAKUM, BOOT CALKS AND
OTHER SUPPLIES FOR LUMBERMEN.



H. S. Howland, Sons & Co.

WHOLESALE
Hardware Merchants, **TORONTO**

All Sizes, 0 to 5
Orders filled
Promptly.

COPPER FOR A MONTH.

IN their last circular, reviewing the market for the past month, D. Houston & Co. say: "The market opened at 11¼c. for Lake copper but remained very dormant, and towards the close of the month the lethargy became so pronounced that the market finally succumbed to the depressing influences of a poor home demand and general unsatisfactory business conditions. In the face of these unfavorable factors prices weakened, notwithstanding the absence of any extraordinary pressure to sell by producers. The active speculation on the London Metal Exchange and the excellent foreign demand were the only things that prevented the market going lower. The extraordinarily heavy shipments of copper to Europe since January 1 have had the effect of relieving the market here of what might otherwise have proved a dangerous surplus, had anything like the quantity of metal exported the past few months remained in this country. Domestic requirements appeared to be of such minor importance that the home trade viewed the increasing and continuous outflow of copper to Europe without manifesting

any special apparent anxiety. Confronted by an unusually dull state of trade the market declined to 10¾c. for Lake copper towards the end of the month, when future deliveries were obtainable from first hands at this figure. But while the presence of unfavorable conditions exerted a depressing influence during nearly the entire month, the tone of the market within the last two or three days has undergone a distinct change for the better. Buyers display more interest in the market, and orders for large quantities of copper have appeared at full prices at which the metal was freely offered a few days ago. The fact is apparent that sentiment has undergone a change for the better."

NEW PASTE OR ENAMEL.

In the manufacture of glassy or paste-like enamels easy fusibility is a principal condition both for the application and the appearance. At the present time this condition, says a German contemporary, is obtained by adding borax or boracic acid to the enamel. In order to produce a milky coloring beside, borax cryolite is added, whereby a softly dimmed lustre is given to the

ready article; the latter addition is required especially if bone ash has been used for the batch. All these means, however, to give enamel fluidity and a soft lustre are complicated and rather expensive, if enamel has to be used in larger quantity; besides they must be considered as necessary evils, as in the case of borax, for the quality of the enamel becomes the more inferior the more of it is added. In the new process for the production of enamel phosphate of potash is used under exclusion of all mineral alkalis. Such enamel is very pliable and elastic and possesses sufficient fluidity and lustre. By using phosphate of potash a certain half dull shade is produced which shows great intensity, especially if lead or any other heavy material is present. A principal advantage of the new method is that it cheapens the production of enamel considerably. The composition, of course, is conditional upon the use to which the enamel shall be applied, but the quantity of the phosphate of potash should under no circumstances be less than 5 per cent. of the total composition, as otherwise the effect desired in regard to fluidity, mildness and also cheapness, could not be obtained.

Axle Grease
Pine Tar (in Tins or Bulk)
Coal Tar (in Tins or Bulk)
Harness Oil
Tanners' Oil
Sewing Machine Oils
Bicycle Oil
Furniture Polish

Etc., Etc., Etc.

Paris Green
Potato Bug Killer
Sulphate of Copper (Blue Vitriol)

Bicycle Enamels
Masury's Japan Colors
Lucas' Imperial French Greens
Enamel Top Dressing

Etc., Etc., Etc.

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

THE DUTY ON FILES.

EEDITOR HARDWARE AND METAL,—One of the largest hardware merchants called our attention to an article in a recent issue of The Iron Age under the Reciprocity Treatise column. The Nicholson File Co. in reply to a circular sent them (among other manufacturers) state that the tariff of certain countries retards their business. They say that they could do more trade with Canada if her duty on files did not exist, and that certain parties in Canada are trying, at the present time, to have the duty advanced from 35 per cent. to 50 per cent. in the interest of the Globe File Manufacturing Co., the sole manufacturers of any standing in this country (and not large at that). We are sincerely grateful to this corporation for this free advertising, as far as we are concerned, and are thankful to them for acknowledging that we are of any moment.

Their statement is so absurd and inconsistent we cannot allow it to pass without commenting on the same, and giving your many readers an idea of the selfishness of some of our American consins. Their motto seems to be "We want everything and will give nothing in return."

We have had to compete against these people and other American manufacturers for our own trade. They have sent goods into this market under different brands at ruinous prices with the desire to take the business and close our works, but they evidently have at last discovered that there is a factory in Canada capable of competing with them, whose goods are taking the place of both American and English makes.

If, as the Messrs. Nicholson state, there is an effort being made to increase the duty on files coming into Canada from 35 to 50 per cent., then this is the first we have heard of it. We, however, are not surprised that our American competitors should imagine that we were looking for and expecting more protection, considering the fact that this industry has been fostered in their own country for several years under a duty of nearly 100 per cent on all staple files. The duty on files going into the United States is as follows: 4-inch in length and smaller, 35c. per dozen specific; 9-inch and smaller, 60c. per dozen specific, and over 9-inch in size, \$1 per dozen specific.

The net selling prices of the staple sizes of files in the United States to-day is from 25 to 80c. per dozen, so we can easily see that it would be impossible for us to reciprocate by sending our goods into the American market, as their duty is prohibitory.

We think under the circumstances that we might reasonably expect a higher duty on American files coming into this market, although we have not asked for an advance, but we must look to our Customs authorities to see that the very moderate duty which is imposed on foreign files is collected (on

the selling prices in their own market) and not on the special export prices which are made from time to time for the Canadian trade only.

We would gladly see our duties reduced providing Uncle Sam would do the same and make their duties to correspond with ours, and by so doing give us an opportunity to get a small slice of their trade, but we all know that they will not agree to this. Their cry is, "More, more," therefore, we, as loyal Canadians, are jealous of the little trade we have in our own country, and although we cannot come out with the flourish of trumpets and state that we give employment to 1,000 hands, still we have 55 employes in our manufactory, who receive steady employment, in spite of the unfair competition which we meet with from the United States.

Yours, etc.,

THE GLOBE FILE MFG. CO.
Montreal, April 8, 1896.

DEATH OF JAMES WATSON.

Mr. James Watson, manager of the Hamilton Powder Co., died on Wednesday of Bright's disease, after a lingering illness of nearly five months. Deceased was a native of Glasgow, Scotland, and came to Canada in 1857, living for a time in Montreal, and then going to Hamilton. He was at one time proprietor of the Ancaster Knitting Company, and when their factory was burned down he organized the Strathroy Knitting Company, of Hamilton. A few years ago this company was also burned out, and he then became manager of the Hamilton Powder Company, which position he held till his death. Mr. Watson was 65 years of age, and leaves a widow and 13 children. The funeral will take place on Saturday afternoon at three o'clock.

THE GOLDEN RULE IN BUSINESS.

There are many first-class opportunities for the observation of the golden rule in business of which no advantage is taken, remarks Hardware and Stoves Reporter. The average retail merchant frequently has reason to complain of customers whom he has accommodated by giving them long credit, but who have made cash purchases from other merchants while he was carrying them on his books. The merchant has a right to feel injured at such conduct, and to think that his forbearance deserves the reward of all the cash purchases the customer is able to indulge in while he is carrying him and after the debt has been discharged. It is barely possible, although we trust this applies to none of our readers, that sometimes the same merchant who finds himself injured in this manner and who consequently feels justified in declining credit to the offender in the future, acts in precisely the same manner toward the wholesale house which has accommodated him long and patiently in

time of stringency. In such cases it is very likely that the violation of the even-handed justice of the golden rule will be found to ultimately bring its own punishment.

SHEARS DRIVEN BY ELECTRICITY.

One of the heaviest machine tools in the works of the Granite City Steel Co., at Granite City, Ill., according to an exchange, is a immense pair of shears, driven by direct-connected electric motors. The shears weigh between 90,000 and 95,000 pounds, with motor, and were built expressly for this plant by the Frank Kneeland Machine Co., of Pittsburg, Pa. The machine is designed to cut up steel billets $4\frac{1}{2}$ inches square, and round bars of a section equal to that of railway axles. The knives of this machine are 18 inches long, 7 inches deep and $2\frac{1}{2}$ inches thick. The bed, according to the description handed us, weighs 44,000 pounds, and its great weight enables the powerful shock due to heavy cutting to be absorbed by the inertia of its mass. The main pin or hinge about which the movable jaw rocks is a low phosphorus steel forging 8 inches in diameter, and is kept from turning in its bearings by a long feather or key.

The lever, the movable blade of the tool, is 14 inches thick where the knife is attached, this unusual thickness being provided to resist the heavy cross-strain produced by dull knives. The electric motor makes but 500 revolutions a minute at regular speed, and is controlled by a specially designed rheostat, so that the start may be made very slowly, an important matter on account of the great power required to start the heavy fly-wheel and the gearing by which the lever is moved.

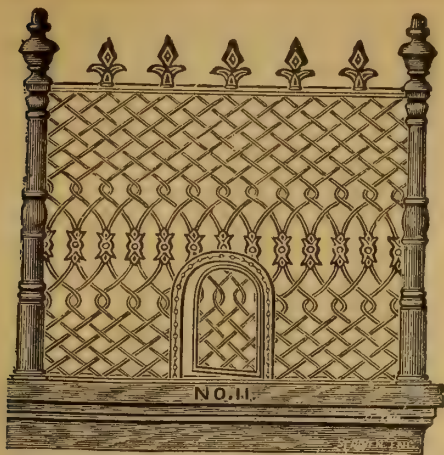
PIG IRON IN BELGIUM.

The production of pig iron in Belgium last year (including "foundry," "forge" and "steel") showed some increase, the total for last year being 816,039 tons, against 805,668 tons in 1894, an increase of 10,371 tons, both halves of the year contributing to the increase. There was, however, a diminution in the production of forge pig iron to the extent of 47,629 tons, which was counterbalanced by an increase of 5,255 tons in the production of foundry iron, and an increase of 52,745 tons in the production of steel pig iron. The totals of each description were: "Foundry," 84,100 tons; "forge," 324,444 tons, and "steel," 407,494 tons.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON



Bank and Office Counter Railings Inside Wire Window Blinds and Signs PLAIN and LETTERED. Basement Window Guards

Manufactured by

WRITE FOR CATALOGUE.

The B. Greening Wire Co., Ltd.

Eastern Agency 422 St. Paul St., Montreal. - Hamilton, Canada.

A Is for agents
Who handle the "McCready,"
It speaks for itself
And gets them the "ready."

B Is for ball bearings—
It has the best,
The rider who has one
Needs never to rest.

C Is for contracts—
We want to make 'em,
With agents and dealers
Who'll hustle and take 'em.

... SEND FOR CATALOGUE ...

The R. A. McCREADY CO. Ltd. 149 Yonge Street Toronto, Ont.

"STURGES" Steel Churn

**MADE OF
HEAVY
TINNED STEEL**



**IMPERVIOUS
TO
DECAY**

THOROUGHLY TINNED INSIDE

For sale by

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

... TORONTO

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 10, 1896.

HARDWARE.

THOUGH there is a fair volume of trade passing in shelf and general hardware, resulting from the forwarding of orders held for summer rates, etc., it cannot be said that the market is an active one in respect to new business. The only lines which have furnished any life in this respect are wire cloth, iron, tin and enamel ware and draining tools. The quarterly meetings of makers have concluded their labors, the changes being given elsewhere. In the main, with the single exception of screws, they were in a higher direction.

WIRE—The week has witnessed more movement in fence wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Business dull as it was a week ago. We quote: Barb, 3.12½ per 100 lbs.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

WIRE NAILS—Demand for wire nails does not show much improvement, though the fact that prices have been fixed has influenced business to a certain extent. Discounts, 70 and 12½ f.o.b. Montreal in Quebec, and 70 and 7½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

CUT NAILS—The advance that many expected in cut nails has been fixed. After the 10th of May all new orders will be on the basis of \$2.75. This has induced some enquiry. We quote: \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—There has been an advance in horse nails, the new discount being 50 per cent. off the list.

HORSESHOES—Continue quiet at \$3.50 for iron, and \$4.75 to \$5.75 for steel, as to brand.

TACKS—The demand since the alteration in the discounts has not altered materially, the volume of trade being very small.

SCREWS—The sale basis for screws has been reduced 2½ per cent. all round, the new discounts being as follows: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

BRASS AND COPPER WIRE—There is a fair demand for jobbing parcels of wire, the discount in the majority of cases being 12½ per cent.

COPPER RIVETS—Business continues moderate, and the discount the same, at 50 per cent.

CARRIAGE BOLTS—Business is fair, with the discount unchanged at 60 per cent. f.o.b. Montreal.

ROPE—The movement in cordage has been well maintained. We quote: Sisal, 7c. for 7-16 and upwards, and manilla 9¼c.

BELTING—There is a fair trade doing. The discount is 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—Business quiet, with the situation unchanged.

CHAIN—Coil chain has been enquired for to a fair extent, but cow ties are quiet.

SPORTING GOODS—Continue dull and featureless.

WIRE CLOTH—Demand has continued active for green wire cloth, and a brisk business has been done. We quote the range steady at \$1.50 to \$1.60.

PLUMBERS' SUPPLIES—The expanding movement in these continues, the week furnishing more activity than the previous one.

CLOTHES WRINGERS—Business has ruled quiet during the week.

CHURNS—Business in these continues much as it was, the discount on jobbing sales being 70 per cent.

TOOLS—Draining tools, such as picks, shovels and spades, continue active, and enquiry is also experienced for harvest tools.

BUILDING PAPER—Nothing of importance is noted in this line. We quote: Plain, 50c.; tarred lining, 60c., and tarred felt, \$1.60.

WARE—Iron, tin and enameled ware of all descriptions exhibits a free jobbing movement.

MILK CAN TRIMMINGS—Quiet and featureless.

CEMENT—Business in cement is on the mend. We quote from stock \$2.05 to \$2.20 for English, and Belgian \$1.95 to \$2.05.

FIREBRICKS—Meet a fair demand at \$17 to \$21 per 1,000, as to brand.

METALS.

Activity in heavy metals has not yet commenced, and both small dealers and importers show but little anxiety about future supplies, apparently having enough to get along with.

PIG IRON—The easier offers on Scotch



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

Special Steel Cables for Tile
and Cement Fireproof Flooring

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Abe Lincoln

Is reported to have said:—You can fool all of the people some time, and some people all of the time; but you can't fool all of the people all the time." We have been manufacturing the well-known "C" brand Horse Nail in Canada since 1865, now thirty-one years, and "all of the people" say they are the best. Be sure, therefore, you ask for, and get them. Our name and brand is on every box. The cost is the same as other brands.

CANADA HORSE NAIL CO.

MONTREAL

CAUSES OF FAILURE

the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

**THE OAKVILLE
BASKET CO.**

pig noted last week have still failed to elicit any business. We quote: Scotch, \$20 to \$21 and Ferrona \$17 to \$17.50.

BAR IRON—Bar iron continues much as it was, the enquiry noted last week resulting in no increase in business. We quote \$1.55 to \$1.60.

SHEET STEEL—There is no change in sheet steel, demand being moderate on the basis of \$2.75 per 100 lbs. 8 to 16 gauge.

SHEET IRON—There is no change in black iron. We quote: 10 to 16 gauge, \$2.50 per 100 lbs.; 17 to 20 gauge, \$2.25, and 22 to 24 gauge, \$2.30.

TINNED IRON—Business in tinned iron is of a narrow character at \$5.75 up to 20 gauge.

HOOPS AND BANDS—Moving out in a small way on the basis of \$2.25, but it is claimed that this would be shaded.

PIG LEAD—There is a firm feeling in this metal, which is quite steady at \$3.25 to \$3.50.

LEAD PIPE—Business quiet at 7 to 7½c., with 30 per cent. discount.

GALVANIZED IRON—No large quantities are moving, but the feeling is steady at \$4.50 to \$5.50, as to brand.

INGOT TIN—There is a fair demand for small lots, prices being quoted at 16½ to 17c.

INGOT COPPER—Prices are unchanged and business quiet at 11 to 11½c., as to quantity.

SHEET COPPER—There is a moderate enquiry at unchanged prices, 15½ to 25c.

IRON PIPE—Values on iron pipe still vary according to the nature of the transaction. We quote from 65 to 70 and 10 off.

CANADA PLATES—Business rules quiet and values unchanged at \$2.25.

TIN PLATES—Few large lots change hands, and the jobbing demand also is very moderate. We quote: Cokes, \$2.75 to \$3, and charcoal, \$3.25 to \$3.65.

TERNE PLATES—Business in this line continues quiet at \$5.75 to \$6.25, as to brand.

SOLDER—Demand small at 11½ to 13c.

SHEET ZINC—Featureless at 4½ to 5c.

SPELTER—Dull and unchanged at \$4.50.

ANTIMONY—Nothing doing, prices nominal at 10c.

GLASS.

There is no special feature in the glass market, and quotations are unchanged. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

April has not developed the wonted activity in this branch of trade, and the makers complain that backwardness in the weather is interfering with the flow of business which is expected at this season. There is, doubtless, considerable activity on account of

Dross

Tel.
1729

**BOUGHT OR
REFINED.**

Stereotype or Tin

MY SPECIALTY.

**W. G. HARRIS, 25 to 31 William street
TORONTO**

Get
a

"Dayton"

if you want
the
easiest
running
wheel
in
Canada—

Finest Finish.

We have also cheaper
wheels,—in fact, can meet
any requirements in the
wheel line.

J. & J. Taylor

TORONTO SAFE WORKS

business previously booked, but complaints are general of the absence of a rush of present orders. In values the feature has been the increased firmness of white lead, as the makers appear to have tired of selling at a loss, and buyers may therefore look to being obliged to pay quoted prices.

WHITE LEAD—Firm and prices well maintained. We quote: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¼c.

RED LEAD—Is extremely scarce. Prices are firm. We quote: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

LITHARGE—Steady; flake, in ordinary packages, 4¾c.; ground, 4½c.

PARIS GREEN—In better enquiry. Casks, 14c.; drums, 14½c., and packets, 15½c.

LINSEED OIL—The market is bare of stock, and prices are firmly held at last weeks' level. We quote: One to four barrels, 54c., raw; 57c., boiled; five to ten barrels, 53c., raw, 56c., boiled.

TURPENTINE—In good demand, and prices rather firmer at 45 to 50c. less 3 per cent. 30 days.

SEAL OIL—Americans have been free buyers of seal oil here at full prices, and nothing can be had for less than 45c.

RESINS—Business is beginning to pick up in a jobbing way. We quote as follows: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The chemical market is quiet and featureless. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business is moderate and values unchanged. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Calfskins are rather firmer at 7c. and have a strong tendency at the advance. Lamb skins sold at 90c. Beef hides are quiet at 3½ to 5½c. as to grade.

ASHES.

The market is quiet and steady. We quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

MONTREAL NOTES.

The Americans have been large buyers of seal oil on this market around 45c. and have, it is understood, placed large orders for more.

The basis for screws has been reduced 2½ per cent.

The W. H. Cottingham Company have just completed billing the town with some striking posters. They certainly cover the earth with red.

The price of cut nails will advance 15c. per keg after the 10th of May.

Horse nails have been marked up 5 per cent.

ONTARIO MARKETS.

TORONTO, April 10, 1896.
HARDWARE.

THE spring awakening of trade has become more pronounced during the past week, and some good orders covering general assortments of hardware have been received. With this and the forward orders that are being put in hand, jobbers are kept busy. The increased demand is particularly noticeable in spades, shovels, draining tools, and post hole augurs. Fencing wire is beginning to attract a little more attention. Wire cloth is now going out freely. Trade in plumbers' supplies shows a little improvement. Ice cream freezers are going out briskly, and a better movement is to be noted in clothes wringers and churns. A good trade is to be noted in poultry netting. As far as prices are concerned, the feature is an advance in the price of cut nails to take effect May 1, an increase of 10 per cent. on horsenails, and a reduction of 2½ per cent. on wood screws.

FENCE WIRE—Orders are not coming in very rapidly, and orders for forward delivery are only being taken subject to the ruling price at time of shipment. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Trade is quiet, and, as in fence wire, orders are only being booked subject to price at time of shipment. We quote: Barb wire, \$2.87½, plain twist, \$2.87½ per 100 lbs.; staples \$2.87½. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The manufacturers have advanced prices 15 per cent., to go

into effect May 1st. In the meantime orders are being booked at the old figures. Trade is quiet. We quote as follows: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Trade is quiet and prices unchanged. Discounts are 70 and 12½ f.o.b. Montreal, and 70 and 7½ in Ontario, with delivery of 10-keg lots to where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Prices have been advanced 10 per cent., the discount now being 50 per cent. off the list.

HORSESHOES—Trade is dull. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

TACKS—No further change has been made in price, and business is quiet.

SCREWS—Another change has been made in prices, the discounts now being as follows: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head, brass, 72½ per cent.

BRASS AND COPPER WIRE—The demand is fairly good with discounts unchanged at 12½ to 15 per cent.

COPPER RIVETS—Business is quiet at the discount of 50 per cent.

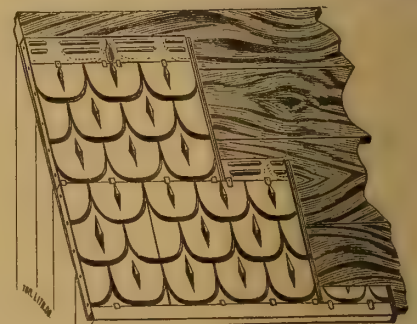
CARRIAGE BOLTS—These are still going out freely at the discount of 60 to 60 and 10 per cent. f. o. b., Montreal, Toronto and Hamilton.

ROPE—Trade continues fairly good. We quote: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14¼c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts: Standard, 45 to 45 and 10

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

CUTLERY—There seems to be no disposition yet to buy in quantities. Local orders seem to be a little slower than usual in starting.

SPORTING GOODS—Some houses are sending out a good many guns to the Maritime Provinces, but in general trade in firearms is quiet. There is no demand from Manitoba. In ammunition there is an ordinary quantity moving.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—This is now going out freely. Most of the orders booked some time ago will have been filled by the end of this week. The price is unchanged at \$1.50 per 100 square feet.

COIL CHAIN—There is a fair demand for trace chain.

PLUMBERS' SUPPLIES—Trade continues to improve by easy stages. A good many steel-clad baths and earthenware have been called for during the week.

ICE CREAM FREEZERS—Business is reported by some houses as not being as brisk as it should be. Prices range all the way from \$1.40 to \$7.

CLOTHES WRINGERS—Trade has again improved, but many case lots are moving. We quote \$26.50 to \$27.

CHURNS—Are going out freely. Discounts, 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Some large shipments have been made this week in spades, shovels, grain scoops, harvest tools and draining tools.

BUILDING PAPER—There has been some scarcity in this line, but a few shipments have been received during the past week, and the balance of the orders, which were held back, are now coming forward. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Prices have advanced about 15 per cent. in England on galvanized poultry netting, but no change has yet been made here. Fresh orders are coming in, and orders booked some time ago are being shipped. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE—Trade continues fairly satisfactory, no decrease in the volume of business yet being appreciable.

MILK CAN TRIMMINGS—Trade is about over, although orders are being occasionally received for small lots.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.;

"EMPIRE" PATENT SHINGLES

Coated with our new preservative "Coalite" cannot be distinguished from best slate.

The galvanized kind require no coating and are **WARRANTED RUST-PROOF.**

Made only by

Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. **Toronto**



refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

Business continues fairly good, especially in tin plates.

PIG IRON—There is a little firmer feeling in the United States, but we hear of no transactions here. We quote nominally: Hamilton pig iron, \$16.50 to \$17 Toronto for No. 3 and No. 2 respectively; Southern soft, \$17 to \$17.50 laid down in Toronto for No. 2 and No. 1 respectively.

BAR IRON—Some large orders have been received during the week, and business is a little better than it has been for some time. We quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—Are moving out more freely and are being firmly held at prices quoted. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—Trade has fallen off during the past week, more especially in the "Dead Flat." We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Business in this line is also quieter than it was. We quote as follows: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—There are still a number of enquiries to be noted for small lots, but there is not much doing in case lots. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7¼c. per lb.

LEAD PIPE—Trade is quiet. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—A fair trade is still being done. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—Continues quiet. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Orders have not been quite as large this week, but a goodly number have, nevertheless, come to hand. We still quote 16½ to 17c. for small lots.

INGOT COPPER—Remains quiet at unchanged prices, namely, 11½ to 12c.

SHEATHING COPPER—Is moving only in small lots, although a number of import orders have been booked during the week. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Trade is fair only, with prices as before. We quote: English, ¼, ¾ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent. Canadian and American, ¼-inch, 60 per cent.; ¾ and ½ inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Domestic boilers have been moving a little more freely during the past week. A good many American boilers are also going out. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Trade is improving a little, and prices are being firmly held. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Trade has been exceedingly brisk during the week, both in charcoal and cokes. Quite a number of squares have also gone out. Quotations can be shaded for round lots. We quote: Charcoal, \$3.40 to \$3.65; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade continues quiet and discounts unchanged at 60 per cent.

SHEET BRASS—Trade is quiet and discounts unchanged at from 25 to 27½ per cent.

TERNE PLATES—The improvement noted

last week appears to have been maintained. The idea for best brands is \$6.

SOLDER—Business is just moderate. We quote: Half and half, 12c.; standard, 11c.

SHEET ZINC—Trade is fair. We quote: 4¾c. for cask lots; and 5c. for smaller lots

ZINC SPELTER—Trade is moderate and without special feature. We quote: Domestic, 4c.; imported, 4¾c.

ANTIMONY—Enquiries for small lots are still heard. We quote: Cookson's, 9½c.; ordinary, 9c.

OLD MATERIAL.

There is no change to note either in regard to prices or business. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¾c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

A canvass amongst the leading paint and oil dealers in the city as to how the spring trade is developing leads us to think that there is a decided "sag" to the outflow of business. Of course, a stranger visiting the various works and warehouses would see a certain amount of activity in shipping orders previously booked, but the cool weather has checked the feverish rush usually felt in the west about this time of the year. It is refreshing to note that white lead is gradually yielding to the advance of the dry article, and makers who have been cutting prices are now seeking a remedy for "that tired feeling" always experienced when goods are going out at and under cost. Red lead is scarce and very firmly held. Paris green is slow of movement at quotations. Litharge, orange mineral and acetate of lead stocks are light and prices are stiff. In liquid paints, connections have been formed for the season, and it is thought a large quantity has been booked for the popular brands; \$1 to \$1.05 per gallon seems to be the ruling quotation for the very best makes, while 85 to 95c. per gallon is asked for the second grades. The Turpentine Association, at a meeting held in Toronto on Tuesday, decided to reduce the price in Toronto 1c. per gallon. The price at outside points is as before.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¾c.; third grades, \$3.75 to \$4; red lead, \$4.50 in 100-lb. kegs; No. 1 red lead, \$4.25 per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14½c.; 50-lb. drums, 15c.; 1-lb. packages,

ISLAND CITY Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

Beaver . . Anti-Friction Metal . . .

Gives universal satisfaction to customers.

Produces the best results.

LAMPLOUGH & McNAUGHTON
MONTREAL

BABBIT

Handlers of

Do you wish the maximum of satisfaction for the minimum of cost?

THEN

SEE

YOU GET

G. Langwell's Babbit

MONTREAL, QUE.

See that the name is stamped on each bar.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

ESTABLISHED 1856

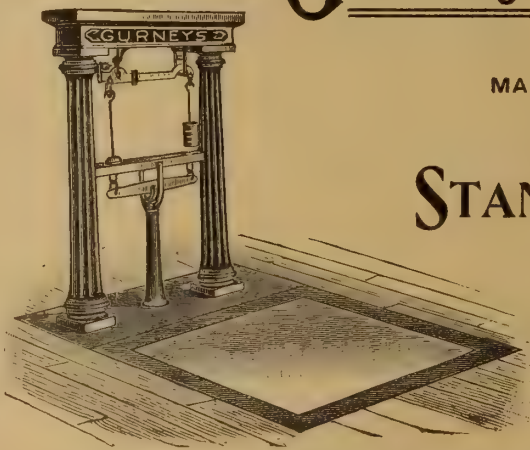
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

Stearns Bicycles

Are handsome, light, durable. Such grace of design as is embodied in this "fast, easy-running, much-talked-about" mount can only be secured by the most approved methods, finest material and skilled workmanship. The '96 Stearns will be the best bicycle it is possible to produce. Finished at your option in orange or black. Address now for beautiful new catalogue. "The Yellow Fellow"

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS



Established 1860.

Incorporated 1895.

Water Coolers and Filters

All entirely . . .

NEW DESIGNS
THIS YEAR



Finished in Crystallized
and Japanned with
Nickel-plated taps.

SEND FOR SAMPLE.

The THOS. DAVIDSON MFG. CO. Ltd.
. . . . MONTREAL

16c.; ½-lb. packages, 18c.; ¼-lb. packages, 20c.; Paris white, 90.; whitening, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

TURPENTINE—We quote: 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. insmall lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

GLASS.

There is very little doing in window glass, and although a number of enquiries are heard for plate glass, much business does not yet appear to have resulted therefrom. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PETROLEUM.

Trade continues fairly good with prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Wood screws are 2½ per cent. cheaper.

The discount on horse nails is now 50 per cent.

It is expected that the R. J. Hovenden estate will pay about 10c. on the dollar.

The John Griffiths Cycle Co. are sending a great number of guns to the Maritime Provinces.

Cut nails will be \$2.75 per keg, with a rebate of 5c. per keg on the face of the invoice, after May 1.

Sanderson Percy & Co. received a carload of sulphate of copper on Thursday, and they are now booking shipments to their customers.

H. S. Howland, Sons & Co. are in receipt of another shipment of Cover's tinned harness snaps. The demand for these snaps is active.

Galvanized poultry netting has advanced 15 per cent. in England. It is estimated that 95 per cent. of the poultry netting used in Canada is imported.

M. & L. Samuel, Benjamin & Co. are in receipt of a carload of harvest tools, and have made large shipments this week to their customers.

The John Griffiths Cycle Corporation, Ltd., Toronto, report that their sales of bicycles so far this year are equal to those of the whole of the season of 1895. The demand for ladies' wheels is unprecedentedly large, the factory not being able to turn them out fast enough to supply it.

H. S. Howland, Sons & Co. are issuing

new cut and wire nail cards for the use of retailers throughout the country. Dealers requiring them can secure them on application.

M. & L. Samuel, Benjamin & Co. are handling a steel churn, Sturges' patent, which is finding a ready sale. It is made of heavy tinned steel, and is impervious to decay, the inside being thoroughly tinned.

H. S. Howland, Sons & Co. are just advised by H. Boker & Co. of a large consignment of "Perfection" horse clippers. They should arrive in Toronto not later than Monday or Tuesday next. The firm will then be in a position to fill back orders and immediate orders promptly.

The "Lightning" raisin seeder, kept in stock by M. & L. Samuel, Benjamin & Co., is a useful article and will be found by the trade to be of interest to all housekeepers. It seeds raisins as fast as they can be dropped into the hopper. The machine is a marvel of simplicity. Any child can work it, and it cannot possibly get out of order. M. & L. Samuel, Benjamin & Co. will be pleased to quote prices on application.

The Canada Paint Co., Ltd., are extremely busy in their varnish and japan department, and nearly every order received this spring includes an assortment of their new triple strength colors and bicycle enamels.

A. W. Humphries, hardware merchant, Parkhill, is an up-to-date advertiser. In a good-sized advertisement, which he carries in the local paper, he has pasted a couple of sample colors of the prepared paints he carries in stock.

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

UNITED STATES MARKETS.

NEW YORK, April 10, 1896.

PIG TIN—London cables reflect a dull condition of affairs in the foreign market, noting small sales and no further change in prices than 2s. 6d. decline on prompt delivery. In the New York market stiff bids were made publicly on spot and current month delivery, but no manifestation of speculative interest was displayed, aside from establishing official settling prices for some outstanding old contracts. Outside of the speculative circle business still drags wearily, but, with stocks on spot quite well under control, and only a moderate amount of tin afloat for this country, prices are well maintained. About 13.45 to 13.55c. f.o.b. fairly covers the range.

COPPER—Animation is still looked for and not discovered in this market. In fact there were not the indications of spirit that appeared on the surface a short time ago, although London cables quoted merchant bars 10s. higher in the foreign market. The steamer Lucania, from Liverpool, brought 76 tons Chili bars, the first of intended consignments from that quarter. The importation aroused no particular interest here; not as much perhaps as the announcement of intended shipments did some little time ago in London when efforts were made to create the impression that American producers are unable to supply the home demand. In the latter connection it may be remarked, and the statement will bear investigation, that producers on this side of the Atlantic are more concerned about the smallness of home trade orders at the present time than about the care of customers in the future. It is at least suggestive that sellers are still quoting at 10 $\frac{3}{4}$ to 11c. for Lake Superior ingot, 10 $\frac{5}{8}$ to 10 $\frac{3}{4}$ c. for electrolytic and 10 $\frac{1}{4}$ to 10 $\frac{1}{2}$ c. for casting stock, as to brand and delivery.

PIG LEAD—The market here fails to respond to the better business and rather higher level of prices reported at primary points during the past three days. Dealings have been moderate in fact, and the display of buying interest quite flat. Prices are quite steady, however, at 3.05 to 3.10c. for common western. London cable quoted £11 for soft Spanish.

SPELTER—Transactions in this quarter are still on a very moderate scale, and inquiries continue to be of commonplace type. There is no evidence of anxiety on the part of sellers, however, and prices are well maintained at about 4.15 to 4.20c. for ordinary western. London cables quoted £15 10s. for good merchant brands.

ANTIMONY—Demand is only fair, but prices remain quite steady at 7 $\frac{1}{2}$ to 8c. for Cookson's, 6 $\frac{1}{2}$ c. for Hallet's, and 6 $\frac{1}{4}$ c. for Japanese, from store.

TIN PLATE—American manufacturers have raised their prices for 95-lb. and 100-lb. coke finish plates about 5 to 10c. per box and importers have raised their quotations to about the same extent. Previous to this advance some deals, representing in all, a considerable amount of stock, were quietly effected. The general demand from consumers is only fair, however, although better at present than it was a short time ago, and the better tone to the market is mainly sympathetic with the higher prices quoted for steel.

IRON AND STEEL—The local market for pig iron is not visibly affected by the ultra-bullish statements that have been sent out

broadcast by certain interests that are as deeply concerned in share manipulation on the Stock Exchange as in opening mines, blast furnaces and transportation facilities. In any event, well-known brands of Southern foundry iron can be purchased now quite as cheaply as they were a week ago, and evidence is not wanting that sellers are more anxious than consumers to close trades at the present level of prices. That furnace-men generally would welcome a rise in values, if only temporary, and lend moral aid to a "bull" movement, whatever its source, is not improbable; but that competition has been squelched or greatly restricted is very doubtful, and there is nothing in the general surroundings save the mania for consolidation, etc., that would encourage belief or confidence in an enduring southern iron "pool."

TRADE NOTES FROM HALIFAX.

FIRE on Saturday night last caused damage by water to the stock of Cragg Bros. & Co. The fire was in an adjoining building, but the water poured in on Messrs. Cragg, causing considerable damage. They are fully insured.

S. W. Crabbe, a prominent hardware merchant, was in Halifax on Tuesday. In conversation with **HARDWARE AND METAL** he said business on the Island was fair, but not as good as in former years. A new Roman Catholic cathedral is to be erected, which will help business somewhat. The contractors are Paquet & Godbout, of St. Hyacinthe, Quebec. The building is to be finished in 18 months. Its approximate cost, excepting the interior and spires, will be \$58,995. Mr. Crabbe went to Yarmouth on Wednesday.

John Wilson, formerly of the firm of Bissonnet & Wilson, dealers in carriage makers' supplies and hardware, was found drowned in Halifax harbor on Tuesday.

A novel advertising scheme is about to be entered into by the proprietors of Bill's hardware store, says *The Lockport Hustler*. Their customers are to be supplied with "punch tickets," with numbers on them amounting to \$200. If by the day of his

death the customer has purchased that amount the firm guarantees to pay funeral expenses.

R. H. Shaw, of Bridgetown, is engaged in renovating and improving the hardware store owned and formerly occupied by Mrs. E. Fraser. He will conduct a hardware business on a large scale. Mr. Shaw has a thorough knowledge of the business and will doubtless succeed.

Business in Halifax is beginning to look up somewhat. Travelers are sending in fair orders.

ARE BUYING NEWFOUNDLAND ORE.

A Baltimore paper says: "The Maryland Steel Co. has purchased 50,000 tons of iron ore from mines in Newfoundland. The ore will be brought to Sparrow's Point in steamers, probably those of the Earn Line. It will require about eighteen trips to bring the ore to the Point."

A SUCCESSFUL HARDWAREMAN.

Mr. I. N. Ackerman, of Ackerman & Rork, hardware merchants, Norwood, was in Toronto this week on business. In conversation with **HARDWARE AND METAL** he said that while the hardware trade was quiet a fairly good business was being done in tinware. Mr. Ackerman has been in the hardware trade about 15 years, and has met with much success. Originally he was in the harness-making trade and gradually drifted into hardware.

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.



Some Solder

IS HALF METAL...
AND HALF IMPURITIES

Our Solder..

IS HALF LEAD
AND HALF TIN

Value is shown by results. Our guarantee with every bar to be as represented.

OUR BRANDS:

T. & B. $\frac{1}{2}$ and $\frac{1}{4}$
Refined
Plumbers' Wiping

The Young & Bro. Co. Limited
HAMILTON

A CURIOUS "AD."

The following appeared as an advertisement in a Western Ontario paper a week or two ago, and its diction is so unique that **HARDWARE AND METAL** considers it worthy of reproduction. We have inserted dashes in place of the name :

"Having recently received instructions from the executor and administrator of the last will and testament of the Rev. ——— my late brother, that he is now ready to wind the estate of said testator, which includes the hardware business that has been carried on under his name here for the past few years since I sold same, and that he requires of me to sell the said business in consequence of being so long in charge thereof, I therefore will offer to dispose of same at once. On the consequent that it has been imposed upon me the injunction of selling stock referred to, and that I am so anxious to get away myself, my object being to sail back to the country from whence I came, I will, in accord with authority conceded to me by said executor and administrator, sell every article at a very moderate rate. In case that a buyer may come forward who had not been hitherto into such business, I will assist as much as I possibly can to enlighten him for a month if he requires such from me; but if an experienced hand come, as I expect, he will let me off at once.

"I am also held responsible for the goods sold, not paid for, and consequently will have to push debtors immediately for the amount they owe. As time is limited I can only send them their bills with a short and sharp notice, and if not promptly attended to, subsequently send them a message at their expense."

LIGHT FOR TRAVELERS.

While Americans pride themselves on the rapidity with which they recognize and adopt improvements, says an exchange, England has until quite lately taken a certain amount of pride in its surly suspicion of novelties. This feeling, however, is now in great measure giving way to the realization of the necessity of being up with the times, and especially in electrical developments. An evidence of this is seen in the new system of lighting by electricity the cars that run between London and Tilbury, the sailing port of many of the Eastern lines of steamers. The system consisted in providing each car with a small dynamo, placed beneath it, and worked directly by a belt passing over the axle. When in motion the car supplies sufficient power to drive the dynamo, and at the same time store electric energy in an accumulator ready to supply light when the train is standing. It would naturally seem that at a higher rate of speed an excess of current would be generated, and the opposite result would follow when the train went slowly. This difficulty was overcome by an ingenious arrangement which secured a practical uniform velocity for the dynamo at whatever rate the car was traveling. The car was successful. Each compartment was fitted with two high candle power incandescent lamps, which gave a clear, steady light, sufficient for all purposes.

GARDEN HOSE

Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

Best Varnishes**FOR CARRIAGE WORK**

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

TIN PLATE

Makers'
Agents for

Lydbrook, Allaway's
Dominion, and other brands.

Enquiries for **IMPORT** orders solicited.
CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

. . . **MONTREAL**

**Friction Pulley Board,
Roofing, Sheathing AND
Flooring Felts**

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . **MONTREAL** . . .

About . .**Varnishes**

When a man asks for Varnish to give his boat a fine glossy surface, he is willing to pay a decent price for a decent Varnish, because it only takes a little to go over one boat. He is apt to get mad if it turns white in the water or gets sticky when he sits on it, and we don't blame him. We like to keep boatmen in good humor, so we give them our **Universal Varnish**, and they just howl with delight.

A. RAMSAY & SON

— **Montreal**

BRUSHES

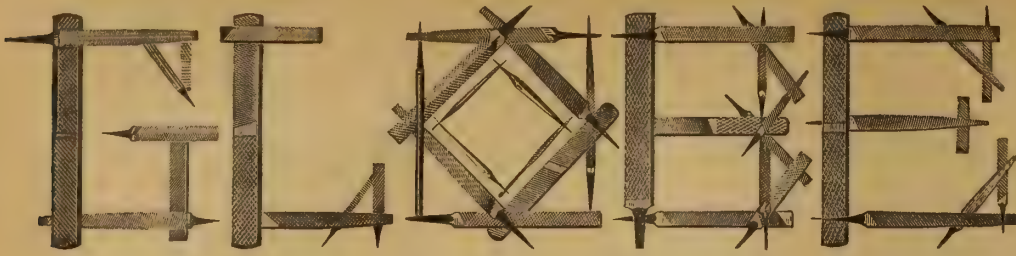
Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS

Manufacturers

80 York Street, Toronto

MONTREAL BRANCH, 301 St. Paul Street



ARE THE BEST

THERE is a steadily increasing demand for these goods, which are now carried in stock by leading hardware merchants from Halifax, N.S., to Victoria, B.C. We manufacture files and rasps for all classes of work — every file warranted.

The Globe File Mfg. Co.

PORT HOPE, ONT.

A full assortment of these goods in Montreal.

WALTER GROSE, Agent, 30 St. Dizier Street

HOW HE KEPT BOOKS.

"TALKING about bookkeeping," said Milt Brisbane to a reporter, "there used to be a man in Yankton whose system of bookkeeping accounts was wonderfully efficient. He kept a hotel, and he could neither read nor write. He did not know how to spell his own name, but he did a thriving business, and collected every dollar of his accounts. Once, years ago, when I first came to this country, I went to his hotel, and stopped there two weeks. When I left he presented me with a statement of what I owed him, and it was a curiosity. He had copied it from his ledger.

"At the top of the sheet there was a rude picture of a soldier on the march, and after it three straight marks. Then there was a scene, showing a man at a table, eating. Then appeared a bed with a man in it. In the amount column there was a picture of a doll, and after it the two letters RS. After the picture of the man eating there were 42 marks. After the view of the man in bed there were 14 marks. I looked at the account, then at the proprietor, and told him it would take me a week to answer that conundrum. I was completely stumped, and when the hotelman deciphered the account for me, it was this:

"The picture of the soldier meant March, and the three marks supplied the date,

March 3, when I began boarding. The man at table, with 42 marks after it, indicated that I had eaten 42 meals. The man in bed, with 14 marks, showed that I had slept in the bed 14 night. The doll with the RS after it meant 'dollars,' and in the figure column appeared the figure 14, which was the amount I owed him. And it was a true bill."—Michigan Merchant.

TROUT FISHING REGULATIONS.

An order-in-Council has been issued at Ottawa rescinding the various clauses of the general fishery regulations, fixing the close seasons for trout and land-locked salmon in Nova Scotia, New Brunswick and Prince Edward Island, and substituting the following clause: "In the provinces of Nova Scotia, New Brunswick and Prince Edward Island no one shall fish for, catch, kill, buy, sell or possess any speckled trout, salmon trout, grey trout, white trout, lake trout, winanish, toag, land-locked salmon, or any other kind of trout from the 1st day of October to the 31st day of March in each year, both days inclusive."

Another clause is added, applying to the same provinces, permitting trout fishing through the ice for domestic purposes for ten days after the expiration of the close season.

A SATISFACTORY SHOWING.

The British Board of Trade returns show that a large increase took place during February in the employment of seamen for foreign-going vessels as a result of the increase in British foreign trade. The total number of men shipped from the principal ports of the United Kingdom during February was 28,421, or 3,956 more than in February last year. From the 1st January to the last day in February 62,276 were shipped, as compared with 54,364 in the first two months of last year. The men shipped at Liverpool during last month numbered 293 in sailing vessels and 8,288 in steamers. The total showed an increase of 841 compared with the corresponding month of last year.

CHARITY BEGINS AT HOME.

But in some cases it steps abroad, for we see by the report of the trustees of the Berlin and Waterloo Hospital Trust an acknowledgement to the E. B. Eddy Co., of Hull, of a substantial donation of indurated fibreware. If we thought the Eddy Company would take it as a joke, and not, as appears to be the fashion just now, institute a libel suit against us, we might suggest that, perhaps, evidently they think that as "charity covers a multitude of sins" it's a good plan for them in this cold spring weather not to go about naked.

COMFORT IN BICYCLING

Is certain
with the Wheels
we handle. . .

They are unrivalled in structural merit—from the raw material to the fine finish each piece and part is carefully perfected. That is why we can guarantee every wheel we sell, and we have variety enough in these reliable bicycles to be able to suit every one in style or price.

EASY TO RUN AND EASY TO SELL.

WE WANT GOOD AGENTS EVERYWHERE.

SEND FOR OUR CATALOGUE FOR FULL PARTICULARS.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

JOHN WATTERSON

Merchant

Montreal

TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL.
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.

Sole Agent for Canada

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

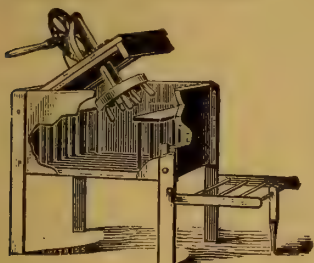
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

TRADE CHAT.

It is reported that T. Eaton & Co. have decided to establish in London a departmental store.

A new wing must be added to the Guelph hospital.

George H. Howard, coal merchant, died on Friday at his home in Buffalo. He was born in England 56 years ago, and at the age of 22 became a resident of Hamilton, Ont., where he served as assistant to his uncle, then general manager of the Great Western Road. In 1872 he moved to Niagara Falls, Ont., and later to Buffalo. A widow and six children survive.

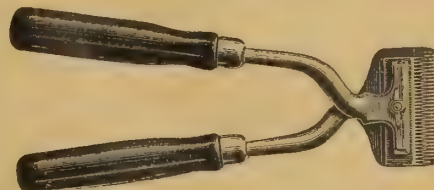
A bill has been introduced in the United States Congress appropriating \$2,000,000 to widen the locks in the Erie canal.

The Vulcan Foundry, on Main street, Lucan, Ont., owned and operated by Halloran Bros., was completely gutted by fire at 6.30 Sunday afternoon. The blaze was first noticed in the rear of the building, and before the fire department reached the spot the interior of the building was enveloped in flames. The energetic work of the citizens prevented the fire from spreading to adjoining buildings, and owing to the numerous water tanks placed throughout the village, the front portion of the building was saved. The origin is a mystery, there having been no fire in the building since Saturday. Halloran Bros. are new proprietors, having purchased the business and property a year ago. The estimated loss is \$1,000. No insurance.

The annual meeting of the Elgin Silver Manufacturing Co. was held at the office of J. P. Martyn, St. Thomas, on Monday. The election of the Board of Directors resulted as follows: President, J. P. Martyn; secretary, J. C. Lindop; directors, C. Norsworthy, T. L. Lindop and John Dickey. It was decided to send a sample of the ore to the School of Science at Toronto to be tested by the new process.

Mr. Gus Froom, rancher and miner, of Cripple Creek, Col., was in Guelph the other day on his way to visit the old home in New Germany, after an absence of thirteen years. In conversation with a Herald reporter Mr. Froom said Cripple Creek is the centre of a great boom just now. In 1891 there were only 15 people in the place, and its site was used as a cattle ranch; now it has a population of about 35,000. The wages in the mines are \$3 a day of eight hours, but the prices of living are correspondingly high. One of the richest mines is the "Independence," owned by Millionaire Stratton. In this mine there is at least \$6,000,000 of gold in sight. Outside of mining, things are dull in Colorado, and unless one is acquainted it is almost impossible to get work, even in the mines. A sad feature in Mr. Froom's visit is that his father was buried but a week ago last Sunday, a fact of which he was first apprised when he reached the city this morning.

Horse Clippers



ECLIPSE and THE GEM

Are at present in large demand.

FROTHINGHAM & WORKMAN
Montreal

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Bar Iron B. B. Horse Shoe Iron.

. . . Axe Iron. Bridge Iron. . .

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE liabilities of James Milne & Son, general merchants, Stirling, are \$7,000 and assets \$10,000.

J. E. Ryman, blacksmith, Burlington, has assigned to P. E. Fitzpatrick.

J. E. Marcil, general merchant, Acton, has compromised at 40c. on the dollar.

James Monteith, general merchant, of Waverley, has assigned to M. Moses.

J. T. Huber & Co., glue manufacturers, Doon, Ont., have assigned to J. R. Eden.

George Smith, general merchant, Lachine, has assigned and a meeting of creditors will be held 11th inst.

Charles Lamb & Co., general merchants, Perce, Que., are offering to compromise at 35c. on the dollar.

N. Batchelder, general merchant, Stanbridge East, Que., is offering to compromise at 50c. on the dollar cash.

A meeting of the creditors of S. Hetherington & Co., general merchants, Ayer's Flats, Que., has been called for the 17th inst.

Vance & Co., general storekeepers, Norval, have assigned to Richard Tew, of Toronto. The liabilities are estimated at \$2,500.

Relyea & Co., general storekeepers, of Cornwall, have assigned to James P. Langley, Toronto. A composition offer of 60c. on the dollar was put through some time ago, but owing to a difficulty in connection with the sale of the stock, the firm decided to make an assignment.

CHANGES.

P. J. Harrington is starting a general store at Killaloe.

Joseph Sehl, blacksmith, etc., Baden, has sold out to John Hahn.

H. J. Turner, hardware, Tottenham, has been succeeded by W. White.

A. E. Hamsworth, general merchant, Marquette, has been succeeded by McPherson & Co.

H. F. Honsberger, general merchant, Ethel, has been succeeded by W. Beattie & Co.

R. Garner & Sons, stoves and tinware, Niagara Falls South, have been succeeded by Garner Bros.

The name of the Fairchild Vehicle and Machinery Co., Ltd., has been changed to the Fairchild Co., Ltd.

The headquarters of the Locked Wire Fence Co., Ltd., have been removed from Ingersoll to London, Ont.

PARTNERSHIPS FORMED AND DISSOLVED,

Coulter & Perrin, general merchants, Pontypool, have dissolved.

Bradford Bros. & Payne, general merchants, Granby, Que., have dissolved.

A partnership has been registered by H. C. and C. H. Black, to carry on business in

Pugwash, N.S., as general merchants and lumber dealers, under the style of Black & Co.

The Granby Iron Works, Granby, Que., have dissolved.

John Patterson, boiler maker, Halifax, has formed a co-partnership with W. Davidson, under the style of Patterson & Davidson.

N. L. Frefrey and G. B. Frefrey have registered a partnership in Yarmouth, N.S., to carry on business as painters, under the style of Frefrey & Frefrey.

SALES MADE AND PENDING.

The stock of James Barwell, gas fixtures, Toronto, is advertised for sale by auction.

The assets of F. P. Carey, general merchant, New Glasgow, Que., have been sold.

The assets of B. Lalonde, general merchant, Vaudreuil, are to be sold by auction 15th inst.

The property of the estate of L. and E. Hart, general merchants and fish dealers, Guysboro, N.S., is advertised for sale.

FIRES.

Halloran Bros., foundry, Lucan, Ont., have been burned out.

The premises of Mark Faulkland, grocer, Ottawa, have been damaged by fire.

Maria E. Oakes, groceries and hotel, Weymouth, N.S., has been burned out.

L. P. Churchill & Co., general merchants, Lockeport, N.S., have been burned out; insured. F. Payzant, lobster packer and tin-smith of the same place, has also been burned out.

DEATHS.

J. R. Hill, grocer, Toronto, is dead. His death was sudden.

C. G. Bertrand, of Chas. Bertrand & Co., general merchants, Isle Verte, Que., is dead.

Alex. Learmont, of A. Learmont & Co., foundry, Quebec, Que., is dead.

QUIT WORRY AT BED TIME.

Many years ago, the story is told, that a certain Board of Directors in discussing their need of a manager for their bank, came to the conclusion that the man they wanted was one who would "take the bank to bed with him." If such a man was secured it is not too much to assert that he did not survive the added strain long enough to be of the service that was expected, and the community lost a unit of value not so easily replaced. It is this taking one's business to bed with him that hurts the average busy man. The hours that should be given to lighter matters are cumbered with the shackles of business cares, and the longer they are worn the greater difficulty will be experienced in freeing oneself from their weighty embrace.—Maritime Merchant.

A deputation were at Sherbrooks recently from St. Jerome, soliciting the opening of a branch of the E. T. Bank in that village. The same village we hear are offering a large bonus (\$50,000) to a carpet factory concern to establish there.

SITUATIONS WANTED.

AS HARDWARE SALESMAN OR BOOK-keeper. Long experience, highest references, young man. "Bright," care HARDWARE, Toronto, Ont.

WANTED—POSITION AS TRAVELLER, book-keeper, or office assistant, by an experienced man in the iron trade; strictly temperate; highest references in Toronto and Montreal. Address, "C." HARDWARE AND METAL office, Toronto.

BUSINESS CHANCE.

WANTED BY PARTY IN HARDWARE BUSINESS, partner with capital; object, to increase above business. Box 9.

**WANT
ADVERTISEMENTS**

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

THE BEST FARM AND

GARDEN WHEEL

At Right Price.

BARROWS

J. H. Connor

Manufacturer

OTTAWA



DR. LEAVITT'S

**New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

**NORTHERN
ASSURANCE COMPANY**

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros. 327 St. James St.,
Genuine White Lead MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address— Owen Sound Portland Cement Co.
Or— Shallow Lake, Ont.,
John Lucas, 377 Spadina Ave., Toronto

Cement..

PORTLAND, ROMAN
HYDRAULIC, and
KEENE'S CEMENT

Large Stock. Prices Away Down.

F. HYDE & CO.

30 Wellington Street Montreal

The Peoples Building and Loan Association of LONDON, ONT. Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:
The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

Fencing Pliers



If you want to have the real
and perfect article get
it from

WOOD, VALLANCE & CO.
HAMILTON

INDUSTRY STEALING.

The Guelph Mercury says :

"It is understood in the city that the Brantford City Council have been offering pretty substantial inducements to one of the most thriving industries in this city, that of Woodyatt & Co., to move to that place. A special meeting of the Board of Trade in conjunction with some of the aldermen was held last night, but they declined to make the proceedings public, though it is understood that no definite action has as yet been taken. The Telephone City have lost some of their industries recently, and now they are making a big effort to attract outsiders to that city. This is the second industry in Guelph that has received substantial offers from the same place."

If the indictment be true, it is anything but complimentary to Brantford, which has lately felt the slings and arrows occasioned by London's attempt to secure one of its pet industries. Pilfering of this character is what the Legislature strove to put an end to by recent legislation, but Brantford evidently thinks it can circumvent the law. It is to be hoped Guelph can foil its paltry game.—Journal, St. Thomas.

FINISH YOUR JOBS.

Many persons seem to be always in a hurry and never accomplish much ; others never seem to be hurried, and yet do a very great deal, remarks an exchange. If you have fifty letters to answer, don't waste too much time in looking over to find which one should be noticed first ; answer the one you first lay your hands on, and then go through the whole pile as fast as possible.

Some begin a thing and leave it partially completed, and hurry off to something else. A better plan is to complete whatever you undertake before you leave it, and be thorough in everything ; the going back and forth from one thing to another wastes valuable time.

Another thing, deliberate workers are those who accomplish the most work in a given time, are the less tired at the end of a day than many who have not accomplished half as much. The hurried worker has often to do his work twice over, and even then it is seldom done in the best manner, either as to neatness or durability. It is the deliberate and measured expenditure of strength which invigorates the constitution and builds up the health ; multitudes of firemen have found an early death, while the plough-boy lives healthy and lives long, going down to his grave beyond three-score and ten.

The people of Ridgetown have finally abandoned their gas well. The sand pump was lost in the hole, and then the tackle was lost, and Driller Mosher gave it up. The hole was down nearly 2,000 feet. From first to last about \$3,000 was sunk in the enterprise.

1875. COVERT'S 1896.



Covert's Bit Snap has no equal for connecting bit to bridle, or for Trace Carrier. Price is the lowest.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Hub Boring
Machine

Bechtel's
Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

THE CANADA PLUMBER AND STEAMFITTER

THE master plumbers of London, Ont., are still laying pipe for the formation of an association. During the past week they have been in further correspondence with the Master Plumbers' Association of Toronto, and the latter have forwarded them some data for their guidance.

The master plumbers of Toronto are by no means yet overburdened with work. As one of them remarked: "There is no big work in view, or many small ones, for that matter, either."

The supply houses are doing a good trade in range boilers and closets, particularly in the latter. But, as a rule, they are wanted for replacing old boilers and closets and not for new buildings.

CANADIAN RADIATORS FOR SCOTLAND.

The Gurney Foundry Co., Ltd., is in receipt of an order for a carload of Oxford radiators for shipment to the Old Country. Part of the shipment is for Glasgow (Scotland).—Com. Exchange.

A PLUMBER CHALLENGED TO MORTAL COMBAT.

One of the Head Men of the Master Plumbers' Association of Toronto was leisurely coming down the Queen's avenue on Thursday morning. The chirping birds and the awakening spring had possession of his thoughts. He had not many jobs to think about. Suddenly his thoughts were aroused from the contemplation of the beautiful—the beautiful soon to appear—by the question, in imperious tones:

"Do you keep pistols at your place?"

The master plumber is no coward, but he jumped behind a tree before he faced the questioner.

"No, sir, I do not."

"Well," replied the interrogator, a drain pipe manufacturer, "I want two six-barrel long-range revolvers."

"What for?" demanded the M.P. as he came from behind the tree.

"Well, the master plumbers had a big banquet the other night and I did not get invited. I wanted to go. Now, because I didn't go, I want bl-o-o-d. And I must have it."

When the duel comes off, the drain-pipe man will have a line of pipe placed in position, through which he can aim at his adversary. But the master plumber will need none of those things: He can split hairs, let alone pierce a human body.

COATING FOR IRON PIPES.

According to The Mechanical World, of Manchester, Eng., the best coating for iron

pipes, that can stand the heat at 250 deg. or more, is now said to be made with a good asphalt lacquer laid on thinly, and in order to tint this, an oxide in pulverized form of any metal is added—as, for instance, good zinc or white tin mixed with the asphalt gives a grey shade, while red lead gives a brownish tint; or, if the asphalt is laid on thinly and "tin bronze"—the well-known white bronze in the form of powder—is lightly dusted over it, a coating of very pleasing shade is the result. A cheap and durable coating for steam pipes made of iron is somewhat difficult to obtain, especially if the coating is designed to protect the pipe against rust.

DEATH OF A HALIFAX PLUMBER.

The death occurred at the residence of his sister, Mrs. Foley, 128 North street, Saturday evening, of John Druhan, a well-known and respected citizen of the north end. The deceased for a long time had been a patient sufferer and his death was only a matter of time. He was for over 30 years a member of the Union Engine Company, and up to the time of his death was an active worker in the Veteran Firemen's Association. He was also a member of the Metal Workers' Union, and for a number of years of late he has conducted a plumbing establishment on Duke street.—Chronicle, Halifax.

SOME CURIOUS PLUMBING FIXTURES.

In explaining, at the New York State Convention of Master Plumbers, how the plumber often lost bids on which he had every reason to suppose his price was low, Geo. Gates, of Nyack, N.Y., described two water-closets which had come under his notice. In one case, where his bid had amounted to \$150, he was invited by the owner to come around and inspect the closet which he had had installed by a bidder for \$100 less than Mr. Gates asked. On being shown into the room where the water-closet was supposed to be, Mr. Gates was unable to see anything that, according to his past experience, could properly be considered a water-closet, and asked where it was. The owner pointed to one corner, and stated that it was there. On closer inspection Mr. Gates found a wooden seat, supported over a galvanized iron funnel, from which a galvanized sheet iron pipe without a trap led down. In connection with such a fixture it would be difficult to tell where it ended. After examining it closely, Mr. Gates asked how the fixture was flushed. He was told that whoever wished to use it brought a bucket of water up to the room, and used it for flushing the closet.

In another case, an old-fashioned discarded railroad closet was used, and a com-

plaint was entered by the occupant of the building that foul odors arose, although the closet was ventilated, and Mr. Gates was called in to remove the cause of the trouble. After looking at the closet and seeing no back air pipe, but finding house cloths, scrubbing brushes and a number of other articles which should by no means be inclosed behind the wood work encasing the closet, he asked how the closet was ventilated. The owner pointed to a series of ½-inch holes which had been bored in the floor, and stated that it was ventilated through these holes and by opening a window which was in the room. A further investigation disclosed the fact that, while the closet had a trap and was connected with the soil pipe, a Y-branch was used. One end of this Y was just below the holes which were bored in the floor, so that the air from the drain could be wafted into the building through these small holes whenever a current of air or the use of a fixture forced the air in the drain pipe out through them. In both of these cases a plumber, who had figured upon doing what is known in the trade as a sanitary job, was told that his estimate was entirely too high and that the work had been let at a much more reasonable figure.

COMBINATION STEAM AND HOT WATER HEATING.

After stating the requirements of a satisfactory green-house heating system under five heads, W. R. Beattie, Delaware, Ohio, described, in a recent number of The Florists' Exchange, a combination steam and hot water heating system used by him which enabled him to secure the advantages of both systems. The method of setting the boiler and arranging the piping is given as of interest to our readers.

My boiler is a common cylindrical tubular, 9 feet long by 40 inches diameter, bricked in so that the flames pass along under it, then return through flues; under the boiler proper I have placed coils of 2-inch pipe connecting at one end with the returns from houses and at the other end into the upper boiler; this forms a sort of a sub-boiler and very materially increases the

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

BARB WIRE

LOCK BARB, 4 POINT

PLAIN TWIST

GLIDDEN, 2-POINT

TRUSS CABLE

GALVANIZED STEEL STAPLES

ORDER NOW BEFORE ADVANCE IN PRICE

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

heating surface in fire box. The boiler furnishes heat for 5,000 square feet of glass through 500 feet of 2-inch pipe and 900 feet of 1½-inch pipe; besides this the work room is warmed by the main flow and return pipes. The method of construction is just the same as any ordinary stationary steam boiler, having pressure gauge, water level gauge, both glass and test cocks, and feed valve to supply water to boiler.

The boiler must be low enough so that when using steam the water level will be at least 20 inches below lowest pipes in houses. Leaving top of the boiler the main flow is carried to the highest point in the circuit, where is placed an expansion tank; just an ordinary bath tank will do for this. Leaving the main flow a gradual fall should begin and continue uniformly, returning into the boiler at bottom and at point furthest from fire. If the pipes are properly graded all air or gases that may get into the pipes will rise directly to the expansion tank; this tank may be a closed one with glass gauge on side of it to show height of water; then when filling pipes with water the air is forced up into the tank, compressing it, and thus placing water under pressure. A higher temperature may be secured as above mentioned. Small cocks should be placed on end of returns nearest boiler, to be opened occasionally to allow air to escape when using steam. A large outlet valve connecting with drain is necessary, as in case of sudden drop of temperature the water must

be drawn from the pipes quickly and the steam put into them; then, to complete the outfit, put on a safety valve to avoid too high pressure, especially when using hot water; however, I frequently compress the air in tank to 60 pounds pressure. One thing is very essential; that is, to have all joints well threaded together or serious leakage will result.

I have found the electric thermostat very useful to give alarm in case of sudden change of temperature by means of a bell in my room.

PLUMBING NOTES.

A special meeting of the Master Plumbers' Association of Toronto will be held on Monday evening next.

G. T. Phillips & Son, plumbers, etc., Quebec, have dissolved, and a new partnership has been formed under same style with W. F. Phillips as sole proprietor.

Howard V. Pay, plumber, St. Catharines, has assigned to W. Thompson. The estate is small, with assets and liabilities about on a parity.

The Ontario Lead & Barb Wire Co. report a fair demand for the McClellan anti-siphon trap and vent, for which they are the agents. This trap vent is now being used on basins

as well as closets. It has a mercury seal, and is becoming more generally used than heretofore. The Ontario Lead & Barb Wire Co. are the Canadian agents for this vent.

The Ontario Lead & Barb Wire Co., of Toronto, have been appointed sole agents for Canada for the Wilson solid copper bath, and they have already secured a number of orders.

Contracts for the new Higgins block on Dundas street, London, Ont., have been awarded, and the work of tearing down the old building was commenced yesterday. The total cost will be about \$10,000. The contractors are Everett & Sing, for brickwork; Jones Bros., carpentering; Smith Bros., plumbing; Gash, plastering; George How, painting; W. Stevely & Son, iron work. McBride & Farncombe are the architects.

Messrs. Thompson and Case have taken out a permit for the alterations to 82 Yonge street, Toronto, lately occupied by Robert Simpson. The cost will be \$3,000.

Building operations promise to boom in Harriston this summer.

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force
Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants

"GORBALS BEST BEST"

GALVANIZED SHEET IRON guaranteed to
double seam with and across the grain.

THE LEADING BRAND

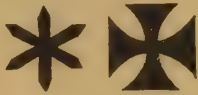
For sale only by

THOMAS ROBERTSON & CO.

Montreal



CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 10, 1896

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 25
I.X. 6 50
I.X.X. 7 75
R. & Co.—
I.C. 5 25
I.X. 6 50
I.X.X. 7 70
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.X. 6 75 7 00
D.C., 12"x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00 6 25
I.X., Terne Tin 8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs }
" 14x60, " } 0 06 0 06½
" 14x65, " }

Tinned Plates.

72x30 up to 24 gauge 0 06 0 06
26 0 06
28 0 07½ 0 07½
Allendale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs 1 70
Refined " 2 35 2 65
Horse Shoe 2 60 2 75
Band " 2 30 2 35
Hoop " 4 00 4 25
Swedish " 2 50 2 50
Sleigh Shoe Steel " 3 00 3 25
Tire Steel 2 75 3 00
Machinery 0 10 0 14
Cast Steel, per lb 0 10½ 0 11
Russian Sheet, per lb 2 00 2 25
Tank Plates, 1-5 and thicker. 4 50 5 00
Boiler Rivets 4 50 5 00

Boiler Tubes.

2-inch 0 10½ 0 10½
3-inch 0 13½ 0 13½

Steel Boiler Plate.

¼ inch 2 45
½ inch 2 35
¾ inch and thicker 2 25

Sheet Iron.

8 to 20 gauge 2 40 2 50
22 to 24 2 25 2 35
26 2 35 2 45
28 2 50 2 65

Canada Plates.

All dull 2 40
Half polished 2 50
All bright 3 00

Iron Pipe.

Wrought, ¼, ¾, 1½, 37½ p.c.; ¾ to 1½ in. 70 p.c.
1½ to 2 in. 70 and 5 p.c.
Galvanized, 50 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head
Per lb. Per lb.
16 to 24 gauge, per lb. 0 04½ 0 04¾
26 gauge, " 0 04¾ 0 05
28 0 05 0 05½
16 to 24 gauge, per lb. 0 04 0 04½
26 gauge, " 0 04½ 0 04¾
28 0 04½ 0 04¾
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
German coil, per 100 ft. 4 75
" 5-16 " 4 00
" ¾ " 3 75
" 7-16 " 3 35
" ½ " 3 25
" 9-16 " 2 95
" ¾ " 2 85
" ¾ " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70

Jack chain, iron, single, per doz. yards. 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards. 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 11¾ 0 12
Lake Superior 0 11¾ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square
1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes. 0 15 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
" 35 to 45 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb. 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge. 0 20 0 22
" 27 to 30 0 21 0 23
" 30 and up 0 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04½
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04¾
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03¾
Domestic, per lb 0 03
Bar, 1 lb. 0 04½ 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04½
by roll. 0 04½ 0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half Per lb. Per lb.
Standard 0 12½ 0 13
Wire 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 10 0 10½
Other makes, per lb. 0 09½ 0 10

Anti-Friction Metal.

"Beaver" brand Per lb. \$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons Per cwt. \$4 75
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros. Genuine 6 00
Decorative 5 75
No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James genuine 5 75
No. 5 25

Prepared Paints

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 05
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chromie Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
Umber, 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellows, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g. 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 00 1 20
Pure Orange Shellac 2 10 2 15
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 40

Linseed Oil.

Raw, per gal 0 54 0 55
Boiled, per gal 0 57 0 58
Freight allowed.

Turpentine.

4 to 9 barrels 0 45
1 to 4 " 0 46
Freight allowed.

Castor Oil.

In cases, per lb 0 06½
Small lots 0 07

Cod Oil

Cod Oil, per gal 0 50 0 51

Glue

(In bbls.)

Common 0 07½ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dis. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.
Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags per lb 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge 0

chemically prepared black edge grey cloth wads, in boxes of 250 each—

11 and smaller gauge

9 and 10 gauges

7 and 8 gauges

5 and 6 gauges

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge

9 and 10 gauges

7 and 8 gauges

5 and 6 gauges

Anvils.

Per lb.

Anvil and Vice combined, each.

Augers.

Gilmour's, discount 50 per cent.

Hollow Stearn's, per doz.

Adjustable Stearn's, each.

Post-hole, Vaughan's, each.

Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross

Pegging, "

Brad, "

" handled, per gross

Saddler's, per gross

Awl Hafts.

Patent Peg, per gross

" Sewing, per gross.

Awl and Tool Sets.

Millar's Falls, per doz.

Axles.

Per box

Axle Grease.

Per gross

Bath Tubs.

Zinc discount

Copper, discount, 50 per cent. off revised list.

Steel clad, 20 per cent. discount.

Bells.

Hand.

Brass, 65 to 66½ per cent.

Nickel, 50 and 10 to 60 per cent.

Door.

Gongs, Sargant's

" Peterboro', discount 50 per cent.

Cow.

American make, discount 55 per cent.

Canadian, discount 45 and 50 per cent.

Farm.

American, each

House.

American, per lb

Bellows.

Hand, per doz

Moulders, per doz

Blacksmiths', discount 65 per cent.

Beltling.

Agricultural, 60 per cent.

No. 1, leather, discount 50 per cent.

Standard, 45 per cent.

Bench Stops.

Per doz

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.

Excelsior, discount 60 per cent.

Rockford Common, 65 to 65 and 5 per cent.

Perfection, 50 and 10 per cent.

Jennings' Gen., net list to 5 p. c. discount.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 20 per cent.

Ever-disor, 19 per cent.

Gimlet.

Clark's, per doz

Diamond, Shell, per doz

Nail and Spike, per gross

Blind Rollers.

Annex, per doz

Vascoat, "

Erminie, "

Blind and Bed Staples.

sizes, per lb

Bolts.

Carriage, dis. 60 p. c. off new list.

Tirc, dis., 60 per cent.

Stove, dis., 60 per cent.

Elevator, dis., 35 to 40 per cent.

Machine, dis. 55 and 5 p.c. off new list.

Coach Screws, dis. 65 and 5 p.c.

Boring Machines.

Complete, with augers, each.

Peal

0 65

0 75

0 90

1 10

1 15

1 40

1 65

1 90

0 10

0 12½

4 50

20 00

6 50

1 35

1 60

0 45

1 59

1 25

0 85

1 60

7 30

1 60

7 25

8 00

2 80

6 00

12 00

7 00

13 00

3 90

4 00

0 40

5 00

8 00

5 50

8 00

00

5 00

0 35

0 40

3 35

4 75

7 50

10 00

0 45

0 75

0 60

0 65

0 05

0 06

0 14

0 18

0 45

0 75

0 60

0 65

0 05

0 06

0 14

0 18

8 50

11 25

2 70

1 10

1 10

1 10

2 70

0 45

0 75

0 60

0 65

0 05

0 06

0 14

0 18

2 30

2 70

3 40

4 05

4 65

5 45

6 25

7 00

7 75

8 50

9 25

10 00

10 75

11 50

12 25

13 00

13 75

14 50

15 25

16 00

16 75

17 50

18 25

19 00

19 75

20 50

21 25

22 00

22 75

23 50

24 25

25 00

25 75

26 50

27 25

28 00

28 75

29 50

30 25

31 00

31 75

32 50

33 25

34 00

34 75

35 50

36 25

37 00

37 75

38 50

39 25

40 00

40 75

41 50

42 25

43 00

43 75

44 50

45 25

46 00

46 75

47 50

48 25

49 00

49 75

50 50

51 25

52 00

52 75

53 50

54 25

55 00

55 75

56 50

57 25

58 00

58 75

59 50

60 25

61 00

61 75

62 50

63 25

64 00

64 75

65 50

66 25

67 00

67 75

68 50

69 25

70 00

70 75

71 50

72 25

73 00

73 75

74 50

75 25

76 00

76 75

77 50

78 25

79 00

79 75

80 50

81 25

82 00

82 75

83 50

84 25

85 00

85 75

86 50

87 25

88 00

88 75

89 50

90 25

91 00

91 75

92 50

93 25

94 00

94 75

95 50

96 25

97 00

97 75

98 50

99 25

100 00

100 75

101 50

102 25

103 00

103 75

104 50

105 25

106 00

106 75

107 50

108 25

109 00

109 75

110 50

111 25

112 00

112 75

113 50

114 25

115 00

115 75

116 50

117 25

118 00

118 75

119 50

120 25

121 00

121 75

122 50

123 25

124 00

124 75

125 50

126 25

127 00

127 75

128 50

129 25

130 00

130 75

131 50

132 25

133 00

133 75

134 50

135 25

136 00

136 75

137 50

138 25

139 00

139 75

140 50

141 25

142 00

142 75

143 50

144 25

145 00

145 75

146 50

147 25

148 00

148 75

149 50

150 25

151 00

151 75

152 50

153 25

154 00

154 75

155 50

156 25

157 00

157 75

158 50

159 25

160 00

160 75

161 50

162 25

163 00

163 75

164 50

165 25

166 00

166 75

167 50

168 25

169 00

169 75

170 50

171 25

172 00

172 75

173 50

174 25

175 00

175 75

176 50

177 25

178 00

178 75

179 50

180 25

181 00

181 75

182 50

183 25

184 00

184 75

185 50

186 25

187 00

187 75

188 50

189 25

190 00

190 75

191 50

192 25

193 00

193 75

194 50

195 25

196 00

196 75

197 50

198 25

199 00

199 75

200 50

201 25

202 00

202 75

203 50

204 25

205 00

205 75

206 50

207 25

208 00

208 75

209 50

210 25

211 00

211 75

212 50

213 25

214 00

214 75

215 50

216 25

217 00

217 75

218 50

219 25

220 00

220 75

221 50

222 25

223 00

223 75

224 50

225 25

226 00

226 75

227 50

228 25

229 00

229 75

230 50

231 25

232 00

232 75

233 50

234 25

235 00

235 75

236 50

237 25

238 00

238 75

239 50

240 25

241 00

241 75

242 50

243 25

244 00

244 75

245 50

246 25

247 00

247 75

248 50

249 25

250 00

250 75

251 50

252 25

253 00

253 75

254 50

255 25

256 00

256 75

257 50

258 25

259 00

259 75

260 50

261 25

262 00

262 75

263 50

264 25

265 00

265 75

266 50

267 25

268 00

268 75

269 50

270 25

271 00

271 75

272 50

273 25

274 00

274 75

275 50

276 25

277 00

277 75

278 50

279 25

280 00

280 75

281 50

282 25

283 00

283 75

284 50

285 25

286 00

286 75

287 50

288 25

289 00

289 75

290 50

291 25

292 00

292 75

293 50

294 25

295 00

295 75

296 50

297 25

298 00

298 75

299 50

300 25

301 00

301 75

302 50

303 25

304 00

304 75

305 50

306 25

307 00

307 75

308 50

309 25

310 00

310 75

311 50

312 25

313 00

313 75

314 50

315 25

316 00

316 75

317 50

318 25

319 00

319 75

320 50

321 25

322 00

322 75

323 50

324 25

325 00

325 75

326 50

327 25

328 00

328 75

329 50

330 25

331 00

331 75

332 50

333 25

334 00

334 75

335 50

336 25

337 00

337 75

338 50

339 25

340 00

340 75

341 50

342 25

343 00

343 75

344 50

345 25

346 00

346 75

347 50

348 25

349 00

349 75

350 50

351 25

352 00

352 75

353 50

354 25

355 00

355 75

356 50

357 25

358 00

358 75

359 50

360 25

361 00

361 75

362 50

363 25

364 00

364 75

365 50

366 25

367 00

367 75

368 50

369 25

370 00

370 75

371 50

372 25

373 00

373 75

374 50

375 25

376 00

376 75

377 50

378 25

379 00

379 75

380 50

381 25

382 00

382 75

383 50

384 25

385 00

385 75

386 50

387 25

388 00

388 75

389 50

390 25

391 00

391 75

392 50

393 25

394 00

394 75

395 50

396 25

397 00

397 75

398 50

399 25

400 00

400 75

401 50

402 25

403 00

403 75

404 50

405 25

406 00

406 75

407 50

408 25

409 00

409 75

410 50

411 25

412 00

412 75

413 50

414 25

415 00

415 75

416 50

417 25

418 00

418 75

419 50

420 25

421 00

421 75

422 50

423 25

424 00

424 75

425 50

426 25

427 00

427 75

428 50

429 25

430 00

430 75

431 50

432 25

433 00

433 75

434 50

435 25

436 00

436 75

437 50

438 25

439 00

439 75

440 50

441 25

442 00

442 75

443 50

444 25

445 00

445 75

446 50

447 25

448 00

448 75

449 50

450 25

451 00

451 75

452 50

453 25

454 00

454 75

455 50

456 25

457 00

457 75

458 50

459 25

460 00

460 75

461 50

462 25

463 00

463 75

464 50

465 25

466 00

466 75

467 50

468 25

469 00

469 75

470 50

471 25

472 00

472 75

473 50

474 25

475 00

475 75

476 50

477 25

478 00

478 75

479 50

480 25

481 00

481 75

482 50

483 25

484 00

484 75

485 50

486 25

487 00

487 75

488 50

489 25

490 00

490 75

491 50

492 25

493 00

493 75

494 50

495 25

496 00

496 75

497 50

498 25

499 00

499 75

500 50

501 25

502 00

502 75

503 50

504 25

505 00

505 75

506 50

507 25

508 00

508 75

509 50

510 25

511 00

511 75

512 50

513 25

514 00

514 75

515 50

516 25

517 00

517 75

518 50

519 25

520 00

520 75

521 50

522 25

523 00

523 75

524 50

525 25

526 00

526 75

527 50

528 25

529 00

529 75

530 50

531 25

532 00

532 75

533 50

534 25

535 00

535 75

536 50

537 25

538 00

538 75

539 50

540 25

541 00

541 75

542 50

543 25

544 00

544 75

545 50

546 25

547 00

547 75

548 50

549 25

550 00

550 75

551 50

552 25

553 00

553 75

554 50

555 25

556 00

556 75

557 50

558 25

559 00

559 75

560 50

561 25

562 00

562 75

563 50

564 25

565 00

565 75

566 50

567 25

568 00

568 75

569 50

570 25

571 00

571 75

572 50

573 25

574 00

574 75

575 50

576 25

577 00

577 75

578 50

579 25

580 00

580 75

581 50

582 25

583 00

583 75

584 50

585 25

586 00

586 75

587 50

588 25

589 00

589 75

590 50

591 25

592 00

592 75

593 50

594 25

595 00

595 75

596 50

597 25

598 00

598 75

599 50

600 25

601 00

601 75

602 50

603 25

604 00

604 75

605 50

606 25

607 00

607 75

608 50

609 25

610 00

610 75

611 50

612 25

613 00

613 75

614 50

615 25

616 00

616 75

617 50

618 25

619 00

619 75

620 50

621 25

622 00

622 75

623 50

624 25

625 00

625 75

626 50

627 25

628 00

628 75

629 50

630 25

631 00

631 75

632 50

633 25

634 00

634 75

635 50

636 25

637 00

637 75

638 50

639 25

640 00

640 75

641 50

642 25

643 00

643 75

644 50

645 25

646 00

646 75

647 50

648 25

649 00

649 75

650 50

651 25

652 00

652 75

653 50

654 25

655 00

655 75

656 50

657 25

658 00

658 75

659 50

660 25

661 00

661 75

662 50

663 25

664 00

664 75

665 50

666 25

667 00

667 75

668 50

669 25

670 00

670 75

671 50

672 25

673 00

673 75

674 50

675 25

676 00

676 75

677 50

678 25

679 00

679 75

680 50

681 25

682 00

682 75

683 50

684 25

685 00

685 75

686 50

687 25

688 00

688 75

689 50

690 25

691 00

691 75

692 50

693 25

694 00

694 75

695 50

696 25

697 00

697 75

698 50

699 25

700 00

700 75

701 50

702 25

703 00

703 75

704 50

705 25

706 00

706 75

707 50

708 25

709 00

709 75

710 50

711 25

712 00

712 75

713 50

714 25

715 00

715 75

716 50

717 25

718 00

718 75

719 50

720 25

721 00

721 75

722 50

723 25

724 00

724 75

725 50

726 25

727 00

727 75

728 50

729 25

730 00

730 75

731 50

732 25

733 00

733 75

734 50

735

KNIVES.

Clauß, bread, cake, and paring knives, \$7.00
doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60
to 60 and 10 per cent.
Lightning, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz. 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50
Carpenters, hickory, per doz. 1 25 3 75
Ignium Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to
75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern -
Basis—50 to 60 dy. 2 60
40 dy. 2 65
30 dy. 2 70
20, 16, and 12 dy. 2 75
10 dy. 2 80
8 and 9 dy. 2 85
6 and 7 dy. 3 00

2. American pattern only—
From 4 to 5 dy. 3 20
3 dy (lath). 3 60

3. Canada pattern only—
From 4 to 5 dy. 3 10
3 dy (lath). 3 50
3 dy, A.P. fine. 4 20
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in
list for iron nails. 10-kg lots prepaid to
maximum of 25c. per 100 lbs.

Wire Nails, 70 and 7½ per cent.; 3 per cent.
cash delivered in lots of 10 kg or more.
Brads and moulding nails, 75 per cent.
from new list, and in 1-lb. papers 75
per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon,
per gross. 3 38 4 00
Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
Carbon safety " 0 18 0 19
Canada w. w. " 0 18 0 19
American w. w. " 0 00 0 20½
S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can,
with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.,
American dis. 55.
Wood, fancy Canadian or American, 37½
to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to
40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axe, " 0 22 0 33
Screw, " 0 27 1 00
Awning, " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5
per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c.
from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors, " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 017½
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03½

RAKES.

Cas' steel and malleable Canadian, list dis.
60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbenz's, " 9 00 18 00
Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50 per cent.
Iron, " dis. 55 per cent.
Tinned and black rivets, 55 per cent.
Burs, iron or steel, 55 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-18, ¾ in.	7¼	00 9½
Cotton		15 17
Russia Deep Sea		00 13
Jute		6¼ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes,
per dozen. 0 40 0 70
"Empire," McMillan & Haynes,
per ft. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan &
Haynes, per doz. 0 00 7 50
Whiting, " 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., dis. 72½ p.c.
Diamond point wood screw nails, bright, dis.
77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Elna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
" N.P., dis. 70 p.c.
Claus, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net
price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme, " 3 00 5 00
Lock, Andrews, " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Tea spoons, per gross.	Forks, per gross.
Dessert, "	7 50	12 00
" "	21 00	00 00
Table, "	30 00	30 00
Dessert Forks, "	24 00	00 00
Medium, "	27 00	00 00
Table, "	36 00	00 00

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

	Gross.	Doz.
Scientific Stove Enamel.	7 50	0 75

STONE.

	0 28	0 50
Washita, per lb.	0 06	0 07
Hindustan, " "	0 09	0 09
slips, per lb.	0 00	0 13
Labrador, " "	0 00	0 15
" Axe, " "	0 00	0 50
Turkey, " "	0 00	1 50
Arkansas, " "	0 00	0 10
Water-of-Ayr, " "	3 50	5 00
Scythe, per gross.	15 00	18 00
Grind, per ton.		

TACKS, BRADS, ETC.

	66%	60%
Cheese-box tacks, blue	66%	60%
Trunk tacks, black	66%	60%
" tinned	66%	60%
B.B.B. iron carpet, blue	66%	60%
" tinned	66%	60%
B.B.B. iron carpet, bright or blue (in kegs)	30	30
B.B.B. iron carpet, tinned (in kegs)	30	30
B.B.B. cut tacks (in bulk)	50	50
" (in dozens, 1 to 6 oz.)	45	45
" (in dozens, 8 to 24 oz.)	30	30
" ¼ weights	40	40
" tinned	45	45
Swedes, cut tacks, genuine, blue and tinned	52½	50
Swedes, upholsterers', genuine	50	50

Swedes, upholsterers', American (1 to
6 oz.) 60
Swedes, upholsterers', American (8 to
24 oz.) 66½
Swedes, carpet, gimp, lace
brush, blue and tinned. 40
Zinc tacks. 35
Copper tacks and nails. 60
Leather carpet tacks. 60
Trunk nails, black and tinned. 65
Clout nails. 66½
Cigar box nails. 45
Lining nails in papers. 10
" " in bulk. 15
" " solid heads, in bulk. 42½
Saddle nails in papers. 10
" " in bulk. 15
Tinned capped trunk nails. 15
Double pointed tacks, discount 90 to 90
and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather. 5 50 9 75
Chesterman's, each. 0 90 2 85
" steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 9 00
Brade's " 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb. 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
Bench, parallel, each. 2 00 4 50
Coach, each. 6 00 7 00
Peter Wright's, per b. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3
per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12
inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per
pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized
20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and an-
nealed and galvanized, freight will be
prepaid when not exceeding minimum
rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p.c.
F.O.B. Montreal, Toronto or Hamilton.
Broom Wire, per lb. 0 05½ 0 06
Clothes Line Wire, 19 gauge,
per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches
apart. 2 87½
Galvanized, 4 barb, 4 and 6 inches
apart. 2 87½
Galvanized, plain twist, all del'd. 2 87½
" Lock Barb," 4 point. 0 00
" Glidden, 2 point. 0 00
Galvanized Barb, " Lyman," 2 to 4
points. 0 00
Steel Staples. 0 00 2 87½
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid on lots of 1,000 lbs. or
over.

WIRE CLOTH.

ELECTROS--ONE CENT EACH

If you want an Electro of the Woodyatt Lawn Mower to use in your local paper this season, by mailing request on a one cent postal you can get one without further cost, from

A. R. WOODYATT & CO. - Guelph, Ont.

Representatives in Every Town Wanted

—FOR THE—
COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell, Easy Work, Small Price, Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of hardware people—strong, tough, hard-to-tear paper. Upon request we will be glad to send a book of samples from which you can order.

Let us know what you want in our line.

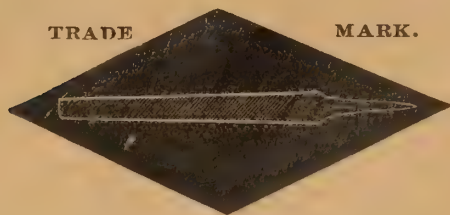
318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

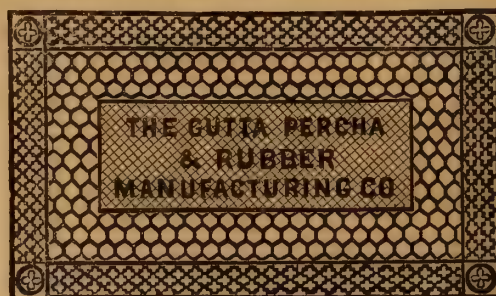
Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



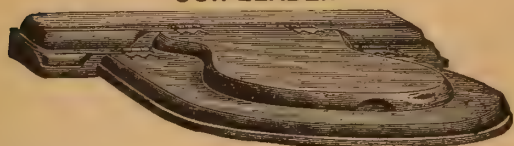
CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
a Specialty.

Manufacturers - Toronto

N. B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII.

MONTREAL AND TORONTO, APRIL 18, 1896.

No. 16.



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill,
Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

The warfare of trade is conducted on broad lines. The best mental skill is enlisted. Money without stint is thrown into the balance.

Not one, not two, but dozens of the cleverest salesmen are ever ready to tell the story of

"Safford" Patent Radiators

And they are always in—at the finish.

BANK ON THE WINNERS!

The _____

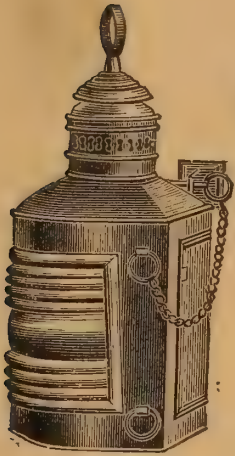
TORONTO RADIATOR MFG. CO.,

Limited.,

. . Toronto, Ont.



Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - Toronto

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

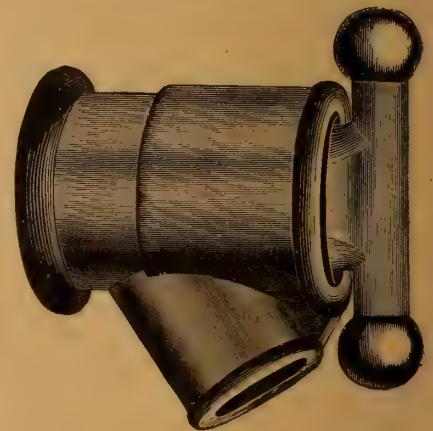
The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



Kemp Manufacturing Company

TORONTO, ONT.

We can insert any
Advertisement in
GOOD POSITION

in the
Special Number of
HARDWARE and METAL
if received at or
before

MIDNIGHT
of Wednesday, April 22nd

ADDRESS

Montreal or Toronto

PORTLAND CEMENTS . . .

— Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes,
Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

TRUE TO GAUGE

HAMMERED

UNIFORM
QUALITY

CHARCOAL

HIGH IN GRADE
COSTS NO MORE

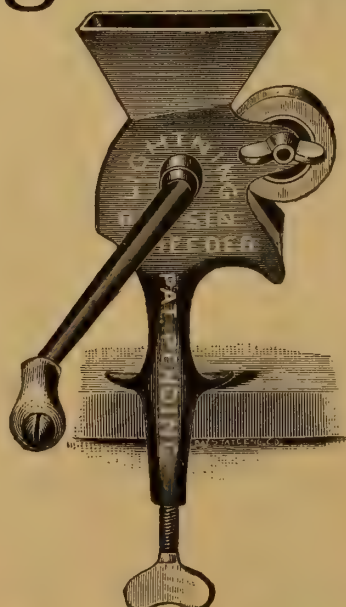
BAR IRON

The Guelph Norway Iron and Steel Co., Ltd.

ROLLING MILLS - GUELPH, ONT.

Lightning Raisin Seeder

Seeds Raisins
as Fast . . .
as you . . .
can Drop
them into
the Hopper.



Thorough,
Fast,
Clean.
Positively
Removes
Every Seed.

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

. . . TORONTO

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, APRIL 18, 1896

No. 16

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE CUTTING ON WHITE LEAD.

THE price for round lots of white lead from makers' hands during the past three weeks or so has been rather unsettled, for the reason that two makers in Montreal had not anchored their base price.

As a result of this, contracts for pure white for spring account were put through inside of \$4.50. This cutting was due more to pique and a desire to get even than inherent natural conditions. The best evidence of this was the fact that, with the above exceptions, other leading makers did not budge their price on white lead at all, and were quite content to let orders go by rather than shade their basis to retain them.

The small stock remaining in first hands was a good reason for a stand of this sort. Most makers had just about sufficient to carry them along until the first steamers arrived at Montreal with fresh supplies of raw material.

It is worthy of note that the course of the market during the week just past bears out this diagnosis. Stocks are worked down so low that there is no talk of wholesale cutting this week.

During the last few days jobbers in Toronto have been offered lead by Montreal firms at lower figures, but jobbers' prices in the "Queen City" are unchanged at former quotations, and there does not appear to be any disposition to cut prices just now. At least that is what **HARDWARE AND METAL** can gather after a careful canvas of the trade.

COKE TIN PLATE WEAK.

Demoralization in coke tin plate has been a feature of the week in Montreal. Prices have varied so greatly that it is extremely difficult to give a quotation even in a jobbing way, for though some jobbers hold their standard makes fairly steady at \$3, others do not. In fact, it is well known that \$2.75 for jobbing business from store has been shaded quite frequently during the past week.

Stocks in store are much larger than usual at this season, some holders still having ample supplies on hand.

It is a desire to reduce these stocks before cheaper spring importations come to hand. That is responsible for the cutting.

The market in Wales also is demoralized, and sales-agents have quoted extremely low import offers during the week.

The prices named are equivalent to a cost of \$2.50 laid down in Montreal and even less, so that with such a low price on spring importations in view, it is not surprising if holders desire to reduce their stocks as soon as possible, especially as there is little prospect of improvement across the water. Last spring the very cheapest importations could not have been sold under \$2 75.

THE WINTER PORT.

WE do not think there is any doubt now in the minds of Canadians as to the advisability of making a terminal port for subsidised steamship lines on Canadian territory.

The business men in the west took little interest in the question until recently, when their attention has been directed to it by deputations from the Maritime Province points and by articles published in these columns. The fight now will be between the various Maritime Province points, as to which of them has the most advantages for a winter port.

St. John has recently demonstrated its ability to handle freight, and passengers as well—better, in fact, than Portland. The reports that were circulated about the dangers of the Bay of Fundy navigation have not been realised; for on several occasions the Beaver Line made better time between that port and

Liverpool than did the two lines running to Portland.

The strongest influences have been brought to bear by Halifax and St. John. Halifax is a good many hundred miles further away from Western Canada than St. John, but Halifax people think that the Government should help them overcome that by carrying freight from Halifax to St. John free, or at a nominal rate. The policy of the St. John Board of Trade, which is very enthusiastic over this year's experiment, is that the port which the steamship companies consider best should be selected. At a meeting of that Board last week, the following resolution was passed:

That in view of the success which attended the Atlantic freight service from the port of St. John during the season now drawing to a close, and in view of the fact that the proposed fast mail service between Canada and the Mother Country will involve the employment of steamships fitted not only for passengers and mails, but also for the conveyance of large quantities of freight; this Board, believing that the passenger and mail service can be conducted with at least equal facilities through the port of St. John during the winter, and that the freight facilities of this port are unequalled by any other Maritime Province ports, respectfully urge upon the Dominion Government that in calling for tenders for the proposed fast mail line no Canadian port be specially mentioned, but that it be left open to the steamship companies tendering to select their own Canadian ports for the proposed service.

A WISE SUGGESTION.

LA CHAMBRE DE COMMERCE, Montreal, has been considering the question of the metric system as a substitute for our present old-fashioned method of weights and measures.

A committee of the association, which was appointed some time ago, submitted its report on Friday last, strongly urging that the system should be taught in the public schools. They pointed out that the United States Congress had recently introduced a bill providing for the introduction of the system.

If the big republic makes it compulsory, it will be to the advantage of this country to follow suit, and the Chamber has seized a good time to commence its agitation for the reform.

As to the merits of the system advocated, there can be no argument. It has as much to be said in its favor as the decimal system of currency. It is France's contribution of the one scientific system of weighing and measuring, for the convenience of the world's commercial community.

At present, France and several of the other European Latin countries have it in com-

mon use, as well as the South American republics. It is also permitted by law in Great Britain, the United States, and Canada, and while it has been highly commended by British scientists, that inherent conservatism characteristic of the British people has operated against its general adoption in commerce.

ABOUT HORSE NAILS.

THE manufacturers comprising the Horse Nail Association of Canada, at their last quarterly meeting, held at Montreal, decided to advance the quotation on horseshoe nails from 55 per cent. discount, the current price previously, to 50 per cent. discount from the standard list, with delivery points at the factories in Montreal and St. John, N.B.

From several considerations the makers claim the advance was to be expected and is a reasonable one in view of the higher prices now ruling among leading makers in the United States, and also in comparison with the quotations previously current in Canada up to 1889, at which date the internecine struggle commenced which resulted in a veritable "Bull Run," causing demoralization of values as a consequence of several firms slaughtering discounts.

These abnormally low discounts have served to educate the purchasing and consuming public to believe these prices had some relation to cost of production. But those in the business know, to their cost, that not only has there been no profit, but positive loss for these latter seven years.

A truce was finally effected last year, by means of which friendly co-operation instead of bitter and unprofitable competition was inaugurated. Had the makers gone back at one bound to the discount ruling in 1888, viz., 40 and 57 per cent., the public would probably have deemed themselves outraged. The steps, therefore, have been made easy and gradual to a point at which a profit to the manufacturer might fairly be looked for.

The increased cost this year of Swedish charcoal nail rods is another and important factor in the prospective increase of values.

The demand this year for Swedish hollow ingots, for remanufacture into seamless tubing for the bicycle trade, has assumed large proportions. The price of nail rods has as a result sympathized in the greater relative price obtained for these ingots. The advance in the cost of material would alone justify an increase in price.

The makers have taken a new departure in the endeavor to assist the retail trade in establishing a uniform price for box lots, but they wisely refrain from imposing any conditions on the trade as to whether they shall adopt it or otherwise. It is, however, the price which is binding on the manufacturer.

TRYING TO FIX BINDER TWINE.

HARDWARE AND METAL has been given to understand that the manufacturers of binder twine in Canada are trying to arrange price with a view to putting their products on the market on a more satisfactory basis.

As far as can be gathered, the wholesaler trade at least favors the idea, and hope that the efforts of the manufacturers will be crowned with success, as during the last few seasons prices have been unsatisfactory to the wholesaler, the retailer and all concerned.

The new price list will probably be issued about May 1.

BAR IRON PRICES WITHDRAWN.

A little more interest has been awakened in bar iron during the last few days on the Toronto market. The cause is not an increased demand, but by reason of the fact that the manufacturers in the east have issued a card withdrawing quotations. Their explanation for taking this action is the advance in the raw material.

So far the western manufacturers have not followed the example set by the eastern people, but it is thought to be only a matter of time before they will. HARDWARE AND METAL learns that the western mills withdrew their prices on some lines of bar iron from the Montreal market prior to the mills at the latter point withdrawing their figures from the western market. It is presumed by some that this hastened the action of the Montreal mills.

SECURITY FOR PROCURATORS.

The Board of Trade, Montreal, have decided to urge upon the Provincial Government that a law be passed compelling procurators to give security for the insolvent estates they have to administer. This action will be commended by merchants generally, who are bitten so frequently in cases of this kind.

THE INTERNATIONAL EXHIBITION.

President R. Bickerdike, First Vice-President John Torrance, Chas. Chaput, D. McFarlane, Robert McKay and F. W. Thomas were named as a delegation from the Montreal Board of Trade to go to Ottawa with the Citizens' Committee to urge upon the Government the advisability of holding an International Exhibition in Montreal.

THE FAST STEAMSHIP SERVICE.

The Montreal Board of Trade have decided to join forces with the St. John Board of Trade in regard to the fast steamship service. They passed a strong resolution on Wednesday urging the Government to allow the steamship companies tendering themselves to decide upon Montreal or Quebec in the summer and St. John or Halifax in the winter. In this connection it may be

noted that there was a lot of discussion which was worth publication, but as the meeting was private it could not be given. The sooner the press is allowed to report these council meetings in full the better it will be for the popularity of the Montreal Board of Trade. Matters of this kind are of public interest, and the public should know all about them.

SUMMER CARNIVAL FOR HALIFAX.

HALIFAX is to have a Summer Carnival. The event is to take place the latter part of July, and will last four days. The idea is to boom trade in the maritime city. The movement was started by the Dry Goods Association, who secured the co-operation of the Hardware Association, the newly-formed Grocers' Association, and last, but not least, the City Council. There is no place in Canada like Halifax for a Summer Carnival, especially when the majority of the events are marine, as will be in this case. Halifax is a garrison town. There are over 2,000 regular troops stationed there, and they always co-operate in events of this kind, acting in consort with the several battalions of militia. A review of the troops on the common and a sham battle are attractions of no mean order. But Halifax is also a naval station, and Admiral Erskine is taking a lively interest in the carnival. The flagship and her half dozen consorts will take part in the carnival, and that will be a sight worth seeing. The warship will take an important part in the harbor illumination, which is expected to be a grand sight. The Jack tars will also compete in the regatta, which, by the way, will be a big affair. Hanlan and all the big scullers are coming, as well as a four-oared crew from England and two or three from the States. An effort is being made to have the big Canadian lacrosse teams play a match at Halifax during the carnival. Athletic events of all kinds, as well as horse racing, will be on the programme. The beautiful gardens, the pride of Halifax, will be illuminated one evening during the carnival, and the famous band of the Berkshire Regiment will assist in entertaining the multitude. Committees are now at work arranging details. It will be a big event in Halifax. Merchants throughout the province will embrace the opportunity to visit the city and get acquainted with the people they do business with. Halifax has the reputation of being a slow city. Perhaps that is deserved, but at all events the merchants are beginning to move, and when they do—well, stand from under.

TAUNTON.

PARIS GREEN DOWN ONE CENT.

Easier advices from abroad on chemicals and a decrease in demand has led to a reduction in the price of Paris green from first hands. As will be noted in our market reports, prices are 1c. lower all round.

THE FENCE WIRE SITUATION.

THE conviction that the price of fence wire will be shortly advanced by the manufacturers is becoming stronger every day, particularly in regard to barb wire.

There is a two-fold reason for this conviction. The one is the strength of the market in the United States for billets and wire rods. The other is the advance in barb wire which was decided upon the other day at a meeting of the manufacturers held in in Pittsburg.

The advance is about 20c., four-point galvanized, f. o. b. cars, Pittsburg, now being quoted as follows: 50-ton lots, \$2; carload lots, \$2.05; less than carload lots, \$2.15.

Plain wire is higher in the United States in sympathy with the advance in barb wire, the base price f. o. b. cars at Pittsburg being \$1.25, or 5c. above the figures previously obtaining.

As the Canadian manufacturers are watching the American market closely, and as prices on the other side appear to be steady at the advance, there is every reason to believe that the home market will advance before many days. The hint to the retail trade is obvious.

THE TERM "DRUMMER."

Why should commercial travelers be designated "drummers?" asks Confectioners' Journal. The term is a misnomer and originated as a slang phrase in the far western states in years gone by when there were more peddlers than authorized representatives of substantial wholesale merchants. Why is "this thus" that the senseless name "drummer" should be applied to commercial travelers in Uncle Sam's domains? It may in a measure be attributed to a tendency of a portion of the American press to adopt all the slang phrases they lay their hands, or rather paws, on and cultivate them for all they are worth and pass them off as witticisms—poor, cheap wit! But why in the name of common sense should it come to be applied to thousands of respectable, energetic and capable men, and gentlemen, who range under our banner in this dominion of ours and follow the career or profession of commercial travelers is beyond the conception of the writer, and he would most respectfully ask the members of our intelligent press to frown down this disreputable phrase and also the members of our different associations to take a hand in also. To be a successful traveler it is surely not necessary to beat a drum, as is implied in the opprobrious name. It may have taken its origin from the old Scotch story of the Irish tinker who was a bad hand at his trade and traveled through the country towns and villages of the northern part of Great Britain beating a drum and hallooing out: "Any old tin pans to mend?" And his wife fol-

lowing behind calling out: "Yes; and begorra there's the man that can do it." In the Old Country and on the continent of Europe if such a term was understood at all it would, without doubt, be taken as an insult.

A VIEW OF THE CANADIAN TRADE.

THE following, under date of Montreal, February 10, appeared in The Ironmonger, London, on March 7:

"I have had an opportunity of conversing with some of the leading import merchants, as well as several of the largest ironmongers in Montreal, in order to ascertain in what respects and what class of American goods were being preferred to the British. It must be remembered that Canada is making strong efforts to pose as a manufacturing country. Even now, in the matter of steam engines, reapers, lawn mowers, radiators, stoves, screws and nails, etc., she is doing an export trade, and in charcoal iron she bids fair to be the greatest rival of Sweden and Russia.

"There was not much variety in the opinions expressed by the heads of the different firms. In one respect they were fairly unanimous—viz., that Sheffield cutlery still maintained its superiority against the world. Some, who retained a sort of reverential liking for things English, kindly hinted that it would not be wise to rest on these laurels, as the friends across the line were making strenuous endeavors to supplant us in this department, as they have already done with the builders' ironmongery. The pliability of the Americans and their readiness to humor the tastes—without question as to the wisdom thereof—of their customers is an important factor conducing to their success. Time in the execution of an order is another important element in their favor. The lackadaisical way and apparent indifference with which goods have been supplied from England have tried their patientesadly, as these sometimes result in their losing the sale of the articles and the patronage of their customers too, I was told by one firm last week. They ordered some articles last July, and they had but just arrived, which, had they been ordered in the States would have been delivered in a month. The class of builders' ironmongery shown to me from the States, both brass and iron, was equal, certainly in workmanship, if not in design, to anything made in Birmingham. Some lay great stress on the handy way in which all articles are packed and labelled. This is worth attention. There ought to be a better trade done in knife-cleaning machinery. Granted all the hotels use plated knives—but private houses do not—something good would result from this much-desired and useful domestic article being pushed; I only saw one in a shop (Kent's), a three-knife-and-carver size, for which they ask \$20. A cheaper machine would find a ready sale."

PRACTICAL SUGGESTIONS.

"FOR your success in a business career it is necessary first of all that your understanding should be good," writes J. B. Lewis in Boot and Shoe Recorder.

"Some young men, instead of having an understanding of their own, would prefer to have an understanding with the head of the firm. * * *

"Another important quality in a young man is scrupulous honesty. It is no longer considered good form to borrow your employer's money from the cash drawer because your best girl wants to go to the theatre.

"It is wiser not to attempt to learn the whole business in a week. It might discourage the faithful but less brilliant workers, and then your employer would have to spend all his time in finding new things for you to do, if you learn them too quickly.

"Don't take over three hours and a half for lunch. The late Ward McAllister said the best lunches now rarely consume over three hours at table.

"It is no longer regarded as necessary that the head of the firm should arrive at his desk in the morning before his clerks. In fact, in some of the most successful establishments down town the clerks and office boy now arrive ahead of the proprietor.

"If you don't succeed in your business, it is always the fault of the business. Don't forget that. It is never the fault of the man himself. Any fool can see this.

"If your business day is supposed to end at 5.30 p.m., it will be necessary for you to stop actual work at half past four. This will give you a reasonable time for blacking your shoes, washing your hands, etc. If you should find yourself out on the street and then discover that you had left ahead of the leaving hour, it is not a matter to be thought of seriously. Accidents will happen.

The latter then considers the importance of a good memory and ends his article with some good advice about over-work, the latter of which we quote:

"Don't overwork. It would be terrible for your employer to reflect that he was responsible for your early death from over-work. Be sure and stay out late every night. This is not work but play. If you don't go to bed at all, you will be sure to be up early the next morning. This is good sound logic."

BLACK DIAMOND FILE OFFICERS.

At the annual stock-holders' meeting of the G. & H. Barnett Co., Black Diamond File Works, Philadelphia, held at the office of the company on the 6th inst., the following officers and directors, made necessary by the decease of their late lamented president, George Barnett, were elected:

Henry Barnett, president.

Henry W. Scattergood, vice-president.

Alfred W. Barnett, secretary and treasurer.

Directors: Henry Barnett, Henry W. Scattergood,

Alfred W. Barnett, Wm. Barnett, Henry J. Gosling.

DROPS FROM THE EDITOR'S PEN.

Hard work is the forerunner of ease.

This world is too fast for the man who will not hustle.

Now is the accepted time, now is the day to advertise.

A good name is the product of character, not of wealth.

Business life is only monotonous when it is allowed to become so.

The store that is a centre for loafers is seldom a centre of trade.

Clerks behind the counter, like goods on the shelves, should be attractive.

A man usually goes to the dogs when he cannot keep the wolf from the door.

Set about with foolishness is he who refuses instruction in business methods.

A well-dressed window will catch the dollars as well as the eye of passers-by.

It is the subjects with which it wrestles that determines an association's strength.

It is possible for us in exercising our own independence to limit that of other people.

Two and two make four, except when two and two are fools: Then they make nothing.

Patriotism is not as a rule very vigorous when it threatens to make a hole in a man's pocket.

It is the days of the sleepy merchant, not those of the live merchant, that are numbered.

The passers-by become the customers by-and-bye if the merchant has the right idea of business.

Toot your own horn, but don't toot it till people get teetotally tired of both you and your horn.

What some people require in order to success is not less competition but more combativeness.

It is only when a man has a weak backbone of his own that he straddles the backbone of the metaphorical fence.

A well-kept stock and a well-kept set of books are twins which he who would court success must keep in his store.

The office of the advertisement is to bring custom to the store, not to hold it. That is

the duty of the merchant. And it is because some advertisers do not faithfully perform their part that the "ad," like a choked flue, fails to draw.

The average cheap employe is dear at any price.

The best that can be said about the cheap employe is that he fills up a space.

Organization of business men's associations should mean the demoralization of dead beats if it means anything.

Although every man should work for dear life, it is just as proper that he should sometimes take a relaxation for dear life.

What the most of us want to know is not how to get rich, but how to acquire the ability that will enable us to get rich.

He who is filled with the milk of human kindness is not likely to turn sour when "vinegary" customers enter his store.

This is a free country, but one can hardly expect the retailer to patronize the wholesaler who caters for the trade of his customer.

People who do not believe in hypnotism should watch the effect an attractively and well-dressed window has upon the average pedestrian.

The wide-awake merchant grasps everything within reach that will help him to extend his trade, and still it would be unjust to call him a thief.

Honesty is the foundation of credit. And the man who is lacking in this element should not be selected for the purpose of building up a trade with.

Self-denial is necessary to the accumulation of wealth. Hence, merchants or clerks who will not deny themselves cannot attain to positions where they can gratify their desire.

The difference between the murderer Holmes and the Dominion Parliament is that while the one killed twenty-seven people, the other is killing the trade and good name of a whole country.

The Canadian Parliament was in session last week for 129 consecutive hours. This beats the record of any Parliament within the Empire; so the present Parliament now holds the record for the longest continuous session as well as the greatest aggregation of nonentities within the Empire.

It is a common thing for merchants and travelers to foregather and spend social evenings together, but it has yet to be re-

corded, as far as I am aware, when and where the members of business men's associations have invited clerks to spend a social evening with them.

THE MORTGAGE.

A mortgage, says Truth, makes a man rustle and it keeps him poor. It is a strong incentive to action and a wholesale reminder of the fleeting months and years. It is fully as symbolical in its meaning as the hourglass and the scythe that mean death. A mortgage represents industry, because it is never idle, night or day. It is like a bosom friend, because the greater the adversity the closer it sticks to a fellow. It is like a brave soldier, for it never hesitates at the charges nor fears to close in on the enemy. It is like the sandbag of the thug—silent in application, but deadly in effect. It is like the hand of Providence—it spreads all over creation and its influence is everywhere visible. It is like the grasp of the devilfish—the longer it holds the greater its strength. It will exercise feeble energies and activity to a sluggish brain; but no matter how debtors work, the mortgage works harder still. A mortgage is a good thing to have in a family—provided always it is in somebody else's family.

MAXIMS FOR ADVERTISERS.

A good advertisement always brings in more than it takes out.

An advertisement doesn't knock off work when the store is closed.

Persistent advertising is the cornerstone of success.

No advertisements are bad, but some advertisements are better than other.

When a wise woman has money to spend she consults the advertising columns of the newspapers and afterwards consults her husband.

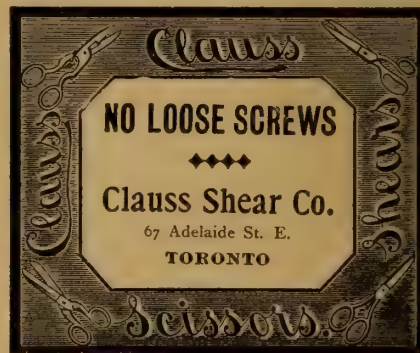
Advertising is a plaster which merchants put on the world to draw business out of it.

Advertisements are like birds—it isn't always those that have the finest feathers that are the best singers.

An advertisement is the only perpetual motion yet discovered.

A lazy business man need never expect to get any rest by advertising for it.

Advertising is the best fertilizer for the soil of business.



INTERESTING TO CLERKS.

"I HAVE here three teams that I want to get over to Staten Island," said a boy of twelve one day in 1806 to the innkeeper at South Amboy, N.J. "If you will put us across I'll leave with you one of my horses in pawn, and if I don't send you back \$6 within 48 hours you may keep the horse."

The innkeeper asked the reason for this novel proposition, and learned that the lad's father had contracted to get the cargo of a vessel stranded near Sandy Hook and take it to New York in lighters. The boy had been sent with three wagons, six horses and three men to carry the cargo across a sand-spit to the lighters. The work accomplished, he had started with only \$6 to travel a long distance home over the Jersey sands and reached South Amboy penniless.

"I'll do it," said the innkeeper, as he looked into the bright, honest eyes of the boy. The horse was soon redeemed.

"My son," said this same boy's mother on the first of May, 1810, when he asked her to lend him \$100 to buy a boat, having imbibed a strong liking for the sea, "on the twenty-seventh of this month you will be sixteen years old. If by that time you will plow, harrow and plant with corn the eight-acre lot, I will advance you the money."

The field was rough and stony, but the work was done in time, and was well done.

From this small beginning Cornelius Vanderbilt laid the foundation of a colossal fortune. He would often work all night; and, as he was never absent from his post by day, he soon had the best business in New York harbor.

In 1813, when it was expected that New York would be attacked by British ships, all the boatmen except Cornelius put in bids to convey provisions to the military posts around New York, naming extremely low rates, as the contractor would be exempt from military duty.

"Why don't you send in a bid?" asked his father.

"Of what use?" replied young Vanderbilt; "they are offering to do the work at half price. It can't be done at such rates."

"Well, said his father, "it can do no harm to try for it."

So, to please his father, but with no hope of success, Cornelius made an offer fair to both sides, but did not go to hear the award. When his companions had all returned with long faces, he went to the commissary's office and asked if the contract had been given.

"Oh, yes," was the reply, "that business is settled. Cornelius Vanderbilt is the man. What?" he asked, seeing that the youth was apparently thunderstruck, "is it you?"

"My name is Cornelius Vanderbilt," said the boatman.

FAITH REWARDED

When we went to the paint dealer with The Sherwin-Williams Paint and the "oft told tales," we must confess he was very suspicious. He had heard the same story so often, and had just as often suffered disappointment, we could not blame him for his doubts. However, he accepted on faith our claims, for all he had was our word for it, and The Sherwin-Williams' reputation.

Now the goods have gone forth and have found their way into the hands of the consumer, praise of their good qualities begins to reach us from every quarter. One customer informs us that a painter told him, "he never before put his brush into such good paint." Another tells us one of his customers, after using some of the paint, came back and wanted to know why he had not supplied him with such paint before. He said it was "SPLENDID" and he never saw paint cover so.

In those towns where we have not yet arranged for an agency we will be glad to hear from a good man.

S. W. P. is different from other paints.
It does all that is claimed for it.



Made in Canada by . . .

The WALTER H. COTTINGHAM CO.
MONTREAL LIMITED

"Well," said the commissary, "don't you know why we have given the contract to you?"

"No."

"Why, it is because we want this business done, and we know you'll do it."

Character gives confidence.

In 1818 he owned two or three of the finest coasting schooners in New York harbor and had a capital of \$9,000. Seeing that steam vessels would soon win supremacy over those carrying sails only, he gave up his fine business to become the captain of a steamboat at \$1,000 a year. For twelve years he ran between New York City and New Brunswick, N.J. In 1829 he began business as a steamboat owner, in the face of opposition so bitter that he lost his last dollar. But the tide turned, and he prospered so rapidly that he at length owned over 100 steamboats. He early identified himself with the growing railroad interests of the country, and became the richest man of his day in America.

Barnum began the race of business life barefoot, for at the age of fifteen he was obliged to buy on credit the shoes he wore at his father's funeral. He was a remarkable example of success under difficulties. There was no keeping him down; no opposition daunted him, no obstacles were too

great for him to overcome. Think of a man being ruined at 50 years of age; yes, worse than ruined, for he was heavily in debt besides. Yet on the very day of his downfall he begins to rise again, wringing victory from defeat by his indomitable persistence.

Bunyan wrote his "Pilgrim's Progress" on the untwisted papers used to cork the bottles of milk brought for his meals. Gifford wrote his first copy of a mathematical work when a cobbler's apprentice on small scraps of leather; and Rittenhouse, the astronomer, first calculated eclipses on his plow handle.

A poor Irish lad, so pitted by smallpox that boys made sport of him, earned his living by writing little ballads for street musicians. Eight cents a day was often all he could earn. He traveled through France and Italy, begging his way by singing and playing the flute at the cottages of the peasantry. At twenty-eight he was penniless in London, and lived in the beggars' quarters in Axe Lane. In his poverty he set up as a doctor in the suburbs of London. He wore a second-hand coat of rusty velvet, with a patch on the left breast which he adroitly covered with his three-cornered hat during his visits; and we have an amusing anecdote of his contest of courtesy with a patient who persisted in endeavoring to relieve him

of his hat, which only made him press it more devoutly to his heart. He often had to pawn his clothes to keep from starving. He sold his "Life of Voltaire" for \$20. After great hardship he managed to publish his "Polite Learning in Europe," and this brought him to public notice. Next came "The Traveler," and the wretched man in a Fleet street garret found himself famous. His landlady once arrested him for rent, but Dr. Johnson came to his relief, took from his desk the manuscript of the "Vicar of Wakefield," and sold it for \$300. He spent two years revising "The Deserted Village" after it was first written. Generous to a fault, vain and improvident, imposed on by others, he was continually in debt; although for his "History of the Earth and Animated Nature" he received \$4,000, and some of his works, as for instance, "She Stoops to Conquer," had a large sale. But in spite of fortune's frown and his own weakness, he won success and fame. The world, which so often comes too late with its assistance and laurels, gave to the weak, gentle, loving author of "The Vicar of Wakefield" a monument in the Poet's Corner of Westminster Abbey.

The poor, scrofulous and almost blind boy, Samuel Johnson, was taken by his mother to "receive the touch of Queen Anne," which was supposed to heal the "King's Evil." He entered Oxford as a servant, copying lectures from a student's notebook, while the boys made sport of the bare feet showing through great holes in his shoes. Some one left a pair of new shoes at his door, but he was too proud to be helped, and threw them out of the window. He was so poor that he was obliged to leave college, and at twenty-six married a widow of forty-eight. He started a private school with his wife's money; but, getting only three pupils, was obliged to close it. He went to London, where he lived on nine cents a day. In his distress he wrote a poem in which appeared in capital letters the line, "Slow rises worth by poverty depressed," which attracted wide attention. He suffered greatly in London for thirteen years, being arrested once for a debt of \$13. At forty he published "The Vanity of Human Wishes," in which were these lines:

Then mark what ills the scholar's life assail:
Toil, envy, want, the patron and the jail.

When asked how he felt about his failures, he replied: "Like a monument,"—that is, steadfast, immovable. He was an indefatigable worker. In the evenings of a single week he wrote "Rasselas," a beautiful little story of the search for happiness, to get money to pay the funeral expenses of his mother. With six assistants he worked seven years on his dictionary, which made his fortune. His name was then in everybody's mouth, and when he no longer needed help, assistance, as usual, came from every quarter. The great universities hastened to bestow their degrees, and King George invited him to the palace.—Architects of Fate.

Our . . . Varnish Maker

Is a peculiar fellow. He won't make poor varnish. He says he has been all his life learning to make good varnish, and has never had time for anything else.

It is a comparatively easy thing to make varnish; almost anyone who wants to can do it. It is, however, a most difficult matter to make **good** varnish—the kind that suits. There are probably not many more than a hundred really good varnish makers in the whole world. Our man is one of them. He has been a long time at it—all his life; and he is well up in years now. We would like to have you try some of his varnish some time.

The Cottingham Varnish Co., Ltd.

Makers of Pratt & Lambert's Varnishes,
New York and Chicago.

Montreal

TRADE CHAT.

Point Edward will bonus an electric street railway if a night service with Sarnia is given.

The large new mill of the Masterman Sulphite Fibre Co., at Chatham, N.B., is now running.

There is talk of a steamer being put on between St. John, Annapolis, Granville Ferry and Bridgetown.

One hardware merchant of St. John, N.B., received by a late steamer upwards of 10,000 packages of cement, glass and hardware.

Mr. Doherty, of Sarnia, has received his patent from the United States Government for his process of making decarbon steel.

At Strathroy the by-law in favor of the furniture factory bonus was carried by a large majority, 502 voting in favor and only 9 against.

The largest locomotive cylinder ever made in Canada has just been finished at the C.P.R. shops, and will be forwarded to Montreal to be fitted into a large mountain engine, which is being constructed there.

The waterworks department of the M.C.R. have just put in a pump built by the Northey Manufacturing Co., Toronto, which will throw over 50,000 gallons of water an hour, or fill their water tank in an hour and a half.

City Engineer Keating, of Toronto, started a gang of men at work on Tuesday on the

construction of the water-works system on the Island. The pumping house near the Island crib will be erected by day labor, and all the excavating work for the pipes will likewise be done under the superintendence of Mr. Keating.

Edward Foster, of Ingersoll, charged with the larceny of wire from the Locked Wire Fence Company, was committed to stand his trial at the next court of competent jurisdiction; \$1,000 bail was accepted for his appearance.

The Diamond Brick and Tile Co., of Kansas City, which has been experimenting with Winnipeg clay for the purpose of ascertaining if it can be manufactured into brick for paving purposes, has reported to City Engineer Ruttan. Col. Ruttan will not say anything of the nature of the report, which will be read at the meeting of Council on Monday evening.

The Ontario Wheel Co.'s building, Gananoque, with contents, was destroyed by fire on Tuesday night. The fire brigade was promptly on hand but saved little. It is thought the fire originated from spontaneous combustion. The watchman said the flames burst forth in the rear of the second storey. At the same time an explosion occurred. The building was full of combustibles, shavings, etc. The loss will be very heavy, some putting it as high as \$50,000. There is some insurance, but the amount is not yet ascertained.

SEND for New

CUT AND WIRE NAIL CARDS

JUST ISSUED

H. S. HOWLAND, SONS & Co.

WHOLESALE
HARDWARE

37 West Front St.

Mail your orders at once to
secure present price.

TORONTO

Graham Cut and Wire Nails are the Best.

THE RISE IN WAGES.

UNITED States Commissioner Carroll D. Wright, in a recent signed editorial in The Bulletin of the Department of Labor, makes some very interesting comparisons, which show how steadily the remuneration for labor has increased in the United States in the past 40 years. Mr. Wright's primary purpose in inditing the article in question was to refute an erroneous statement which has obtained considerable currency, ostensibly based upon the figures of the census of 1890, that the employer of labor gets an excessive share of the fruits of labor. In controverting this statement Mr. Wright brings out the fact that the average wages paid to the employes in the manufacturing and mechanical industries of the country have shown a progressive increase from an average of \$247.38 in 1850 to \$288.94 in 1860, to \$302.08 in 1870, to \$346.91 in 1880, and to \$444.83 in 1890, the last decade showing a really remarkable advance. Taking the eleventh census, that for 1890, it is found that the value of the gross product per capita for the number of employes engaged in manufacturing and mechanical industries was \$2,204,

and the average annual wages per employe was, as above stated, \$444.83. In other words, of the total product per capita in 1890, 20.18 per cent. went to labor, whereas in the census report for 1880, of an average product per employe of \$1,965, only \$347, or 17.7 per cent. of the gross value of the per capita product, went to the laborer. This shows that labor is better paid than it was in 1880 and that its product brings more money, while lower prices were in most cases the rule at the later date. This indicates that the workingman to-day not only gets more money for his labor, but also gets more of the fruit of his labor and that of others for his money.

GOOD SHIP-BUILDING PROSPECTS.

The Clyde ship-builders report hopefully of the prospects of the industry. All trade disputes have now been arranged, and vessels aggregating 300,000 tons are on hand. During March the launches were double those of January and February combined. Twenty-nine steamers of fully 40,000 tons aggregate were launched against nineteen steamers of 20,000. Twenty-two of the steamers were for British and seven for foreign owners.

NEWFOUNDLAND OIL WELLS.

Mr. George E. Bearn, a prominent business man of St. John's, Nfld., has been in Montreal lately, and successfully floated a company to develop the oil properties in the colony. From experiments and tests made the yield proves to be the best and richest quality and gives a high percentage, promising good results. Mr. Noseworthy, of Newfoundland, is also here, and, being part owner of these properties, he leaves to-day for Petrolea, Ont., to purchase machinery. Several other valuable properties in Newfoundland have changed hands within the last two months, among them two hematite iron mines, now in operation by the Steel Company of New Glasgow, N.S., and one chromic ore mine by an English company. The millions of tons of coal discovered by the Government Survey and held by them, are likely to be developed this season by Mr. R. G. Reid, the big Montreal contractor who is now building a railroad across the island. This railroad taps the oil and mineral properties, which are only a short distance from harbors for shipment. Mr. Bearn leaves for New York and thence for Europe on business in connection with oil and other properties.

BELL'S ENGLISH

BOAT VARNISH

exposed to the weather, where greatest durability is required; dries free from dust in 10 to 12 hours; possesses the maximum elasticity attainable in any Finish or Varnish; produces a beautiful lustre over natural, painted or grained woods, which may be cut down with pumice stone and water to dull finish; does not scratch or mar white, and resists atmospheric influences better than any Varnish or Finish in use for the purpose.

FOR SALE BY . .

SANDERSON PEARCY & CO.

61, 63 and 65
Adelaide St. West

Toronto

IS THE STOVE PASSING ?

THERE is no question but what furnaces of all descriptions, gas, gasoline and kerosene apparatus, have largely taken the place of stoves, writes "Jeems" in Metal Worker. How far their use will extend in the future can only be approximated from the past, but as electricity has got to come into general use, there must be a still further displacement, not only in stoves, but in the present furnace and heating plants, as with this force no limit is too great for its penetration.

The supplying of heat both for cooking and warming by large plants will be increased also and will add another element in the displacement of stoves. How far all these things have affected the stove business proper up to date would form very interesting reading for the trade, and it might be worth while for the secretary of the National Stove Association to compile statistics bearing on this matter. Take the stove business, say seven years ago, and get the number of stoves produced classified under proper heads, also the number of foundries making them, and take the product of last year, adding and deducting foundries who have gone in or out of business since the first statistics, and it would give some tangible light on the subject.

The subject ought to prove an interesting one to the trade at large, and I have no doubt The Metal Worker would welcome any discussion and be pleased to have the views of anyone who has any ideas regarding these matters and their probable effect in the future.

Yet is it not possible that with all these elements on the field the stove will still continue to be a very important article of commerce? There are so many conditions existing, and which will continue for a long time to come, that would seem to render them indispensable, that the manufacturing of them is still a necessity, although it may not be as profitable a business as it was formerly; but as to that fact neither will plenty of other business be any better. There will be room at the top for enterprise and push, but it will be a hard pull for laggards. It is possible that stoves might be improvised that will create a demand for them, as nothing much has been done in that line for some time; that is, an original or starting departure, either useful or in the ornamental direction. The last great effort that way, and, in fact, it might be termed the first one in the modern stove business, was inaugurated a number of years ago in the high art craze, or a rush after the "whichness of the what," and no doubt many a foundryman has discovered to his sorrow that while he knew all the technicalities connected with the foundry, when he got out on the sea of art he was a goner.

The pattern account of many foundries in reaching forth for this myth absorbed lots of

their spare dollars; such a revolution in getting up and immediately abandoning patterns was never dreamed of by the ancient stove man. Manufacturer and dealer were afflicted with the craze; in fact, the whole darn caboodle connected with the trade had the disease. It was nothing but "high art" from morning until night around the store or foundry, and the efforts to get the configuration and conformation of the lines of beauty and art worked out on the stove would have put life in a brass monkey.

But it is evident that the world has forgot all about this, and the ambition to build tall buildings has taken its place. Now, instead of the people having stove art to attract their attention in the shop windows, they are kinking their necks and banging into each other as they walk along the streets trying to look up at the tops of these high art structures. There is one thing they can find out by looking up at them—that the road to heaven is a very neck-breaking affair.

Yet after all that can be said about new-fangled heating there is a good deal of genuine comfort attached to a stove that cannot be extracted or enjoyed from other heating institutions.

Take a stinging cold winter day, and go into a railroad station or store where they have got a good stove, chock a block with red hot coals, going at full blast (I don't mean one of those stoves whose owners fill them up with coal and then close up all the drafts to save the coal, expecting at the same time to heat up the whole establishment), and just notice the expression of the people's faces as they enter the door and feel the good old heat shaking hands with them and hugging them in a warm embrace; then notice how they range themselves up around its glowing form. It makes them smile all over; the pinched and worried look thaws right out into a broad grin of comfort. Now, observe the same kind of a crowd entering similar places where they let the heat in by a hole in the floor or wall, or where they have "biling" water in a flat teakettle they call a radiator. They congregate around the hole or teakettle and stare at the walls or floors with a sad and stupid look, and finally after getting "het up" they wander around looking as though a funeral was in progress. You don't see any of these people cracking jokes or enjoying the quips, etc., that always exist with the congregation around the red hot stove, wherever it may be. The glowing coals extract all sorts of fancies from the humans who are seated or standing near its influences. Just notice the dog or cat when it comes in out of the breeze, how benevolently and friendly it regards the stove, and with what comfort it selects a location where it can be enjoyed. You bet.

Perhaps something may yet be evolved in the stove line that will create a large demand for them.

Portable heaters with registers, fire place

heaters, came into use; in fact, the open fire places were completely blockaded with them. But the new designs and ideas regarding open fire places completely revolutionized the business, and an immense demand for these goods was inaugurated. The direct heat and illumination from a stove are very enjoyable and much superior to some other methods, but the dirt and ashes connected with them are a nuisance; and as an ornament or addition to a room they are a failure. In spite of all the efforts to construct a stove that would be a thing of beauty and joy forever, so far nothing has appeared that would justify that term. No doubt many of them are of a very practical character, but as an addition to the furniture of a room they are not to be advised. There is room for such an institution, and perhaps it may be devised, and the one who hits the idea will make a scoop.

THE WINDOW CARD.

The potency of a well-written window card is not understood by all dealers, says Stoves and Hardware Reporter. A terse statement of the merits of an article displayed in a window, if neatly lettered and on an attractive card, will often hold the attention of the person in front of the window and cause him to give the article referred to a careful examination, while, without such description, he would pass it by without notice. Pertinent window card texts are not to be composed hurriedly. The fact that they must of necessity be marvels of condensation makes them all the more difficult to produce. They must tell their story briefly and simply, and in a manner calculated to excite the interest and inquiry of those to whom they are addressed. Because the merchant understands fully the uses and the points of merit of all the articles shown in his windows, it by no means follows that those who view them are similarly posted. Make the windows do some of the initial work in sales making. In a solid window display of one class of goods, it is frequently advisable, in addition to the short texts appended to the different varieties of goods, to have a larger card in the centre of the window and some pertinent statement regarding the general line.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.
HAMILTON

TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples
Oiled and Annealed Fence Wire

MANUFACTURED BY

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

"RELIABLE"

Gasoline Stoves

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

EVERY
STOVE
GUARANTEED

The Hamilton Hardware Company
Limited

We carry the stock.
Write for Catalogue and Discount.

Sole Agents.

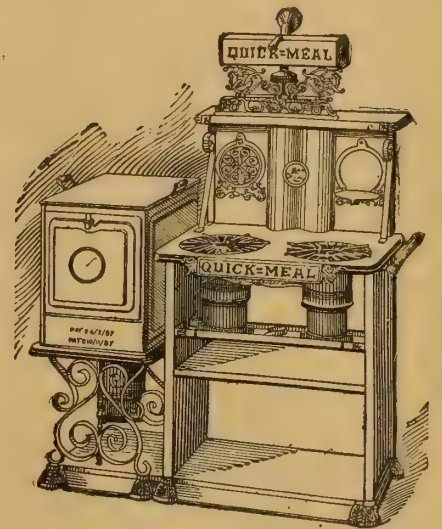


The "QUICK MEAL"

GASOLINE STOVES are

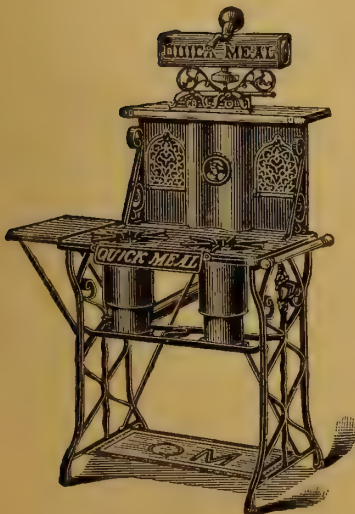
Just the thing

For use in country homes or summer cottages. Easily moved from place to place or room to room; always ready; making no smoke, smell or ashes. Safe and economical stoves that require no skill to operate them.



JUST WHAT EVERYBODY WANTS

Send for our catalogue which gives a full description of the many sizes and styles in which these handsome and reliable stoves are made. You'll find you never handled quicker sellers.



The Gurney Foundry Co., Ltd., Toronto
The Gurney-Massey Co., Ltd., Montreal

SOLE AGENTS FOR CANADA.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 17, 1896.

HARDWARE.

THE movement in general hardware has been fair, but the condition of the roads is interfering to a considerable extent with the movement. Once this drawback is removed more activity is looked for. In the meantime, jobbers and wholesalers are busy enough in attending to orders in hand for wire, wire nails, cut nails, wire cloth, draining tools, plumbers' supplies, etc. Values at this writing furnish no change, but there is an unsettled feeling on wire, and it is possible that makers may advance prices in the near future. In the case of wire and cut nails, the advance which comes into force after the first of the month has led to pretty free ordering both from makers and jobbers.

WIRE—Orders for forward account are all subject to changes in price, and the fact tends to check demand in this connection. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Remarks regarding plain wire apply to barbed also. We quote: Barb, 3.12½ per 100 lbs.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

WIRE NAILS—The higher prices which go into effect on the first has led to more demand for immediate shipment, but it is not

very brisk. Discounts, 70 and 12½ f.o.b. Montreal in Quebec, and 70 and 7½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

CUT NAILS—Demand for immediate shipment is rather better than it was owing to the advance which takes place after the turn of the month. We quote: \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—The demand has not been extended by the advance in price. Discounts are 50 off list.

HORSESHOES—Continue quiet at \$3.50 for iron, and \$4.75 to \$5.75 for steel.

TACKS—Business in tacks is of a moderate jobbing kind.

SCREWS—The movement has not been large since the advance. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

BRASS AND COPPER WIRE—Business fairly active, and discount unchanged at 12½ per cent.

COPPER RIVETS—There is no change in these, business ruling quiet with the discount 50 per cent.

CARRIAGE BOLTS—A fair quantity have been moving during the week, and the discount is 60 per cent. f.o.b. Montreal.

ROPE—A fairly good trade is doing. We quote: Sisal, 7c. for 7-16 and upwards; manilla 9¼c.

BELTING—A fair demand is experienced, and discounts are: 45 per cent. on standard; 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—Business is confined to small jobbing orders for actual wants.

SPORTING GOODS—Without feature.

CHAIN—Cow ties are quiet, but cut chain is in fair demand.

GREEN WIRE CLOTH—Business in this line continues active, and if anything, the week's movement has been increased. We quote \$1.50 to \$1.60.

PLUMBERS' SUPPLIES—Business in these continues satisfactory, inasmuch as there is a steady increase in the movement.

ICE CREAM FREEZERS—There is only a moderate demand for these at prices ranging from \$1.50 upwards.

CLOTHES WRINGERS—There is a fair enquiry for these at a range of \$26.50 to \$27.

CHURNS—Discounts are 70 per cent., and demand is fairly active.

TOOLS—Draining tools, shovels, spades are the most active, but the movements of some small shipments of harvest tools are noted also.

BUILDING PAPER—Demand is quiet, and values are unchanged: 50c. plain; tarred lining, 60c., and tarred felt, \$1.60.

WIRE—Both tin and iron wire show a fair degree of life, though the business passing is not extensive.

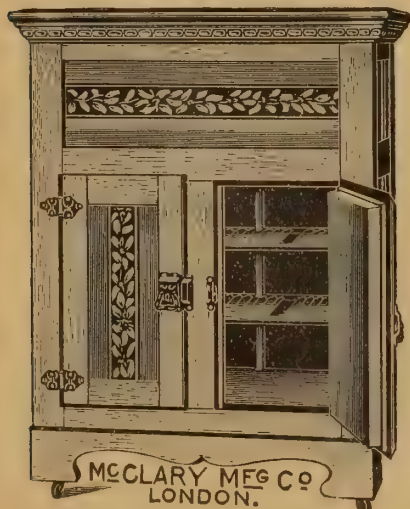
CEMENT—A few orders are coming to hand for cement for shipment at the opening of navigation, but the amount of actual business is small. We quote: English, \$2.05 to \$2.20, ex store, and Belgian, \$1.95 to \$2.05.

FIREBRICKS—There has been a fair demand for firebricks at \$17 to \$21 per 1,000, as to brand,

METALS.

The metal market is dull and prices on many staple lines are unsettled, notably pig iron, bar iron and coke tin plate.

PIG IRON—Jobbers have still on hand



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue) **MONTREAL**

Good as Gold . .

Whenever you wish to compare the precious metals one with the other, gold is always accepted as the standard of value. In like manner, if you wish to make a comparison of one make of Horse Nail with another, our "C" Brand is referred to as the standard. They are always uniform in every respect, and the best in quality, pattern and finish. You can have them at the same price as other brands offered as substitutes. Our name and brand are on each box.

CANADA HORSE NAIL CO., MONTREAL

DRAIN PIPES

Best Canadian and
Scotch brands . .

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

fair stocks of Scotch pig carried through the winter, and with spring importations offering laid down at \$18.50 to \$19, they are not cheerful. Makers of domestic iron have also been booking contracts at close prices. In fact, though we quote \$20 for Scotch and \$17 for Nova Scotia in a jobbing way it is quite possible that a buyer might do better.

BAR IRON—There has been some competition for spring orders in bar iron between two makers, and some low figures are spoken of. It is doubtful, however, if a buyer could get a better price than \$1.50 at the mills, unless he paid net cash, and we quote \$1.55 in a jobbing way.

SHEET STEEL—Business is quiet and the range of values unchanged on the basis of \$2.75 per 100 lbs. 8 to 16 gauge.

SHEET IRON—Business continues quiet at \$2.25 to \$2.50 as to gauge.

TINNED IRON—Prices are unchanged on the basis of \$5.75 up to 20 gauge, and business is dull.

HOOPS AND BANDS—A fair quantity of these are moving out, and in the majority of instances \$2.25 is the basis, but it has been shaded in the case of some round lots.

PIG LEAD—There is a fair trade in a small way on the basis of \$3.25 to \$3.50.

LEAD PIPE—Quiet at 7 to 7½c, with 30 off the list.

GALVANIZED IRON—There is no change in this line, and trade is quiet at \$4.50 to \$5.50, as to brand.

INGOT TIN—Business has been quiet, but prices are steady at 16½ to 17c.

INGOT COPPER—Quiet and unchanged at 11 to 11½c.

SHEET COPPER—A few small lots continue moving out of jobbers' hands at 15½ to 25c, as to grade.

IRON PIPE—Prices vary and trade is inactive. Discounts range from 65 to 70 and 10 off.

CANADA PLATES—Business in a jobbing way is well maintained and prices are steady at \$2.25.

TIN PLATES—Coke tin plate is demoralized and prices are difficult to quote owing to the great variation in prices. They have sold considerably below it, but we quote \$2.75 with, standard brands up to \$3. Charcoal, \$3.25 to \$3.65.

TERNE PLATES—There is a fair demand for ternes at \$5.75 to \$6.

SOLDER—A moderate trade is passing at 11 to 13c.

SHEET ZINC—Prices steady. Business fair at 4½ to 5c.

SPELTER—Business quiet but steady at \$4.50.

ANTIMONY—Moves in a small way at 10c.

GLASS.

Business in window glass is quiet, but prices are steady. We quote : \$1.30 to

Dross

Tel.
1729

**BOUGHT OR
REFINED.**

Stereotype or Tin

MY SPECIALTY.

**W. G. HARRIS, 25 to 31 William street
TORONTO**

The
wonderful
popularity
of the

"Dayton"

is just
what
we
expected.
See
the wheel
yourself
and you'll
understand.

Send for Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS

\$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Makers report a considerable improvement during the current week, and with continued fine weather look for still more activity. Prices generally are firm and very little cutting is now reported.

WHITE LEAD—Is in active demand, with prospect of stocks being well worked down before the river opens. We quote: Choice brands Government standard, \$5; No. 1, \$4.75; No. 2, \$4.50; common dry white, 4¾c.

RED LEAD—The small remaining stocks are held for full prices as last quoted. We quote: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

LITHARGE—Is enquired for, and prices are without alteration. Ordinary packages, 4¾c.; ground, 4½c.

PARIS GREEN—Has been marked down 1c. in the absence of enquiry and easier chemical markets. We quote: Casks, 13c.; drums, 13½c., and packets, 14½c.

LINSEED OIL—Market bare and prices held very firm. We quote: One to four barrels, 54c., raw; 57c., boiled; five to ten barrels, 53c., raw, 56c., boiled.

TURPENTINE—Active, without alteration in price, at 45 to 50c. less 3 per cent. 30 days.

RESINS—Business is more active. We quote as follows: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

The market for heavy chemical has continued quiet, and no changes are to report. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¾c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

This market is without any new feature. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

The only change in hides is a decline in beef hides of ½c., prices now ranging from 3 to 5c. Calfskins are 7c., and lambskins 90c.

ASHES.

There is no change in ashes, which we quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

MONTREAL NOTES.

Painchaud, Squire & Co. have been appointed the Canadian agents of Christopher Johnston & Co., Western works, Sheffield, Eng. The "Flag" brand cutlery manufactured by this concern is well known.

The 1896 calendar of the Dominion Wire Rope Co. is now in the hands of the trade. On page 28 a new line "Dominion Forge Clip" is illustrated, which can be supplied to the trade at greatly reduced prices. They can be addressed 164 St. James street.

Painchaud, Squire & Co. note many repeat orders for their pure nickel silver table and kitchen ware which they introduced to the trade some months ago.

Orders for the friction pulley board manufactured by the Dominion Leather Board Co., St. Alexis street, Montreal, have more than doubled this season. Customers who last year took 100 pounds or so, this year took 500 pounds, and so on.

ONTARIO MARKETS.

TORONTO, April 17, 1896.

HARDWARE.

THE general hardware trade shows further and material improvement. There is more business doing and a better feeling obtains. The demand is principally for harvest tools, spades and shovels, draining tools, green wire cloth, poultry netting, fence wire and some lines of heavy hardware. Nails remain in much about the same quiet condition as they did a week ago. A decided change for the better is to be noted in the demand for plumbers' supplies. An active trade is reported in churns. Tinware is not as active as it was. Payments are beginning to show some improvement.

FENCE WIRE—Quite a change for the better is to be noted in fence wire and trade is now brisk. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The same remarks apply to this line as to fence wire. We quote: Barb wire, \$2.87½, plain twist, \$2.87½ per 100 lbs.; staples \$2.87½. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The 15 per cent. advance which goes into effect May 1st does not appear to have induced the demand to any material extent, the volume of business remaining much about the same as a week ago.

We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The same remarks apply to wire as to cut nails. Discounts are 70 and 12½ f.o.b. Montreal, and 70 and 7½ in Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—A slightly better business has developed during the week. Last week's discount is unchanged at 50 per cent.

HORSESHOES—Trade, if anything, is a little better, but still there is not much doing. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Business is quiet and prices unchanged at last week's discounts: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BRASS AND COPPER WIRE—The demand is fairly good with discounts unchanged at 12½ to 15 per cent.

COPPER RIVETS—Business is quiet at the discount of 50 per cent.

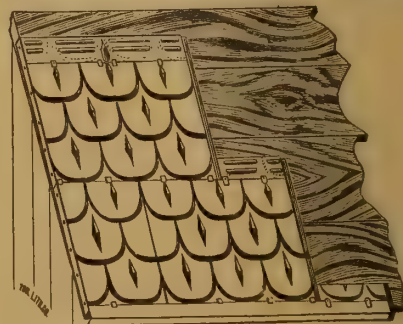
CARRIAGE BOLTS—These are still going out freely at the discount of 60 to 60 and 10 per cent. f.o.b., Montreal, Toronto and Hamilton.

ROPE—Orders for both manilla and sisal continue to come in freely. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade continues fair. Discounts: Standard, 45 to 45 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 per cent.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

CUTLERY—Business is quiet and devoid of special feature.

COW TIES—Trade is quiet and prices unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—There is somewhat of a dearth of this article in the market at the moment, the demand exceeding the supply. The price is unchanged at \$1.50 per 100 square feet.

COIL CHAIN—There is not much doing, and the call is principally for small sizes.

PLUMBERS' SUPPLIES—There is a decided change for the better, especially on country account. A number of enquiries have been received during the week for figures on corporation work in country municipalities.

ICE CREAM FREEZERS—Are still moving slowly, although a good many orders for forward shipment have been received. Prices range from \$1.40 to \$7.

CLOTHES WRINGERS—Trade is not quite as good as it has been, and orders are principally for small lots. We quote \$26.50 to \$27.

CHURNS—Are in good demand, quite a number of enquiries having been received during the week. Discounts, 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Large orders continue to come in for harvest and draining tools and spades and shovels.

BUILDING PAPER—The difficulty that has been experienced during the past few weeks in getting supplies has not yet been overcome, notwithstanding that a number of carload lots have been received by the jobbers. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Stocks are low, but shipments of imported goods are nearly due, and it is expected that next week will see supplies fairly complete. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE, ETC.—The demand for tinware has not been quite as good as it was. Granite ware, on the other hand, is experiencing a better demand, and some difficulty is being experienced in procuring supplies.

MILK CAN TRIMMINGS—There is nothing doing.

PLASTER PARIS—Prices are: New Brunswick, \$2 to \$2.25 per bbl., Windsor, \$1.90 to \$2; Paris, \$1.75.

CEMENT—We quote: Canadian, \$2.50 to \$2.60; English, \$2.60 to \$2.75; Belgian, \$2.45; German, \$2.75 to \$3.

TAR, ETC.—We quote: Roofing pitch, \$2.50 per bbl.; pure coal tar, \$4 per bbl.; refined coal tar, \$4.50 per bbl.; XXX refined coal tar in quart tins, \$1 per doz.; best Southern pure tar, \$6 per bbl. and 75c. per doz. pint tins; pine pitch, \$2.75 per bbl.

METALS.

The metal trade continues fairly good. There is a little firmer feeling in bar iron on account of the eastern mills having with-

METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

drawn prices. There has been a little doing in Nova Scotia pig iron during the week. Sheet steel is in little better demand again. Galvanized iron is a little easier.

PIG IRON—We hear of odd carload lots of No 1 Siemens selling at \$18, Toronto; No. 2 ditto, is quoted at \$17.50. An increasing demand is being experienced for Ferro-Silicon iron to be used in small quantities as a softener. It is especially valuable for using with hard scrap. The idea as to price is \$27.50, Toronto.

BAR IRON—Quotations have been withdrawn by the eastern mills, and any orders being booked are subject to prices ruling at time of shipment. Jobbers still quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—The improvement which has been noted from time to time continues. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—Trade is a little better than it has been. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—An improvement in the demand is to be noted in this line also. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—A number of enquiries have been received for sizes which have not been imported this year. Trade generally is quiet. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Trade is improving, although not many ton lots have been booked for some time. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—A few good orders have been filled during the week, but, generally speaking, trade is quiet. We still quote 3¼ to 3½c.

GALVANIZED IRON—For ordinary quantities prices are being adhered to, but in some cases figures are being shaded 10c. per 100 lbs. Trade is only fair. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—An active demand has been experienced during the week. We still quote 16½ to 17c.

INGOT COPPER—Enquiries are few and far between. Prices are unchanged at 11½ to 12c.

SHEATHING COPPER—Trade is quiet, particularly in the small sheets. There has been a little demand for roofing and braziers' We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Trade has improved a little, but quantities going out are not large. We quote as follows: English, ¼, ⅜ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 2 inch, 70 and 5 per cent. Canadian and American, ¼-inch, 60 per cent.; ⅜ and ½-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—The improvement noted last week in the domestic article has been maintained, a good many now going out. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—There is not much doing. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—There has been quite a falling off in the demand during the past week. Charcoals are being offered at prices a little lower than quotations, the average being \$3.25 for ordinary quality. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—There has been a little more demand for this. Discount unchanged at 60 per cent.

SHEET BRASS—A little better demand is being experienced. Discounts : 25 to 27½ per cent.

TERNE PLATES—There is nothing of special interest to note, and best brands are unchanged at \$6.

SOLDER—Larger quantities have been called for during the week than for some time past. We quote : Half and half, 12c.; standard, 11c.

ZINC SPELTER—Has been going out freely, particularly the imported article. We quote : Domestic, 4c.; imported, 4¾c.

SHEET ZINC—Trade is fair. We quote : 4¾c. for cask lots ; and 5c. for smaller lots.

ANTIMONY—Enquiries for small lots are still heard. We quote : Cookson's, 9½c.; ordinary, 9c.

OLD MATERIAL.

There is an active demand for wrought scrap, but deliveries are light. Prices are without material change. We quote as follows: Agricultural scrap, 50 to 52½c. per cwt.; machinery cast, 50 to 55c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5 to 5½c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¼ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

Paris green is 1c. per lb. lower owing to the dullness of trade and a decline in arsenic. Demand continues fairly good at quotations. For turpentine a little better demand is to be noted. The price of turpentine in Savannah is 1c. per gallon cheaper. Castor oil forward delivery is cabled ½c. per lb. lower.

WHITE LEAD—Ex Toronto, we quote : Pure white lead, \$4.75 to \$5 ; No. 1, \$4.50 to \$4.75 ; No. 2, 4¼c.; third grades, \$3.75 to \$4 ; red lead, \$4.50 in 100 lb. kegs ; No. 1 red lead, \$4.25 per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.05 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.; Paris white, 90.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. less than the above.

TURPENTINE—We quote : 1 to 4 barrels, 46c.; 5 to 9 barrels, 45c.; freight allowed ; in less quantities than barrels, 5c. per gallon

ISLAND CITY Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

Our Capacity is 36 Gross
per week of

"SCIENTIFIC"

STOVE ENAMEL.

We would like to be compelled to DOUBLE it.
If you do not handle it you ought to, because

IT IS THE
BRIGHTEST
BLACKEST
QUICKEST
BEST

Order through your
wholesale house or
direct.

Telephone 2905

TORONTO



ESTABLISHED 1856

BABBIT

Handlers of

Do you wish the maximum of satisfaction
for the minimum of cost?

**THEN
SEE**

YOU GET

G. Langwell's Babbit

MONTREAL, QUE.

See that the name is stamped on each bar.

The Swansea Forging

SWANSEA
Near Toronto

Company, Limited

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

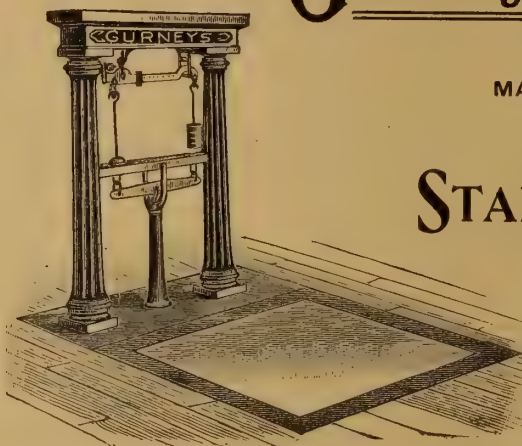
Spirals Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

The
Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

**Stearns
Bicycle**

The modern wheel for
modern wheelers—
the lightest of the
strong—the strongest
of the light.

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

Established 1860.

Incorporated 1895.



Water Coolers and Filters

All entirely . . .

NEW DESIGNS
THIS YEAR



Finished in Crystallized
and Japanned with
Nickel-plated taps.

SEND FOR SAMPLE.

The THOS. DAVIDSON MFG. CO. Ltd.
. . . MONTREAL . . .

extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. insmall lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

GLASS.

Trade in window glass continues quiet, and uninteresting. A number of enquiries for plate glass are reported. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

PETROLEUM.

The demand for coal oil is getting lighter, while trade in machine oils is unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Paris green is 1c. per lb. lower.

Letter orders for hardware are increasing.

Castor oil is cabled ½c. per lb. lower.

Turpentine is a cent higher in Savannah.

Sanderson Percy & Co. report that the demand from retail hardwaremen for sulphate of copper has far exceeded their anticipation.

In our reference last week to the carriage bolts which had been bent double when cold

without fracturing, we stated that they were from the factory of the Swansea Forging Co. of Toronto. We should have stated that one of them was made by the Geo. Gillies Co., Ltd.

H. S. Howland, Sons & Co. announce that they are quoting low prices on screen doors and windows.

Sanderson Percy & Co. have issued a neat little card for their "Star" bicycle enamel. It shows five colors, viz., vermilion, yellow, blue, orange, and carmine.

Lord Aberdeen has just purchased from J. & J. Taylor two "Daytons" for his own personal use.

The R. A. McCready Co., Ltd., of Toronto, are wholesale agents for Western Canada for the celebrated smokeless "S.S." nitro powder.

H. S. Howland, Sons & Co. are in receipt of repeat orders for Crotker's fertilizers, which they have this season succeeded in introducing among the retail hardware dealers of the country.

H. S. Howland, Sons & Co. report that they are shipping a good many "Daisy" churns this week. They also report that their sales of the "Triumph" corn planter have been larger than usual.

A. C. Leslie & Co., general agents for the Ayresome brand of silicon iron, as well as foundry iron of the same furnaces, are anticipating a good trade this season. The makers of Ayresome iron have made a specialty of silicon iron for a number of years.

M. & L. Samuel, Benjamin & Co. have received a large shipment of "Gem" ice-cream

freezers, all sizes. The "Gem" is a great favorite, and is the most convenient and satisfactory freezer in practical use.

J. & J. Taylor report tremendous success with the "Dayton." This wheel seems to have at once sprung into the front rank of popularity, and we learn that the above firm are driven to their utmost in shipping fast enough to fill orders.

The "Ascot" clipper, handled by M. & L. Samuel, Benjamin & Co., is finding a ready sale. These clippers are put up with leather cover and iron ferrules on the handle, packed separately in neat cardboard boxes.

Walker & Templeton have just started business in Portage avenue, Winnipeg. They carry hardware, stoves and furnaces, and house furnishings. Their store is neatly fitted up and stock conveniently arranged. Both members of the firm have been in the employ of Messrs. Miller, Morse & Co. and are conversant with the hardware trade. They are already subscribers to **HARDWARE AND METAL**.

Mr. Robt. Greig, dealer in stoves and tinware, has purchased the hardware stock of Mr. W. G. Webster, and will branch out extensively in the hardware business. Bob is steadily gaining ground in the business world, and we hope his last venture will be a paying one, as enterprise deserves success.—*Streetsville Review*.

The McClary Manufacturing Co., London, have sent to the tinware trade a supplementary tinware catalogue, showing all seasonable goods with new prices. Some of the new lines shown are, seamless retinned

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

wares, "Model" hardwood refrigerators, "Splendid" oil cooking stoves, and "Gem" lamp stoves, all of which are up to date in every particular, and will make good leaders for this season. A copy of this catalogue will be gladly mailed to any interested, not now in possession, on receipt of a card.

UNITED STATES MARKETS.

NEW YORK, April 17, 1896.

PIG TIN—The market here was extremely quiet. What remains of speculative interest slumbers quietly, and jobbers and consumers still seem very partial to the policy merely covering current wants. In other words, there is comparatively little buying, and none that calls for deliveries further ahead than the next thirty days. London cables quoted a further slight decline in prices and quite heavy transactions, but with stocks here under quite good control and comparatively little tin afloat for this market, local prices were practically unchanged. The official selling price on 'Change was 13.30c. for early deliveries, but that did not appear to be as close a reflection of actual market values as were outside quotations of 13.35c. f.o.b. for round lots, and 13.40 to 13.45c. for jobbing quantities.

COPPER—Although London cables quoted a slight improvement in prices and heavier trading in the speculative branch of the market there, the New York market for the metal was rather flimsy. No business of importance was reported, at all events, and no claims of other than ordinary enquiry of the conservative type were made. Prices keep at about 10¾ to 10⅝c. for Lake Superior ingot, 10⅝c. for electrolytic, and 10¼ to 10⅜c. for casting stock, as to brand.

PIG LEAD—A slow market, with some uncertainty, but no radical change in prices is about all that can be reported for the day, except that London cables came a fraction lower. The popular quotation here was 3.05c. for carload lots, early delivery. Larger lots could not, to all accounts, have been secured at much less. The London cable to the Exchange was £10 18s. 9d. for soft Spanish.

SPELTER—There were a few more indirect offers of cheap lots of Western, and while under 4.15c. did not appear to be openly quoted, it seemed very probable that 4.10c. would have been accepted by one or two holders for a few carloads. However, such inducements seemed to have lost force as a "trade winner," and the market wound up rather dull as well as soft. London cable quoted £15 11s. 3d. for good brands.

ANTIMONY—A fair jobbing business is about all that is going on, and prices stand at about 7½ to 8c. for Cookson's, 6⅝c. for Hallett's and 6¾c. for Japanese, from store.

IRON AND STEEL—Nothing more than routine business in pig iron was reported in reliable quarters, and inquiries were merely fair. However, holders stand out for the rather higher line of prices that has recently been quoted, and make more or less showing of firmness.

PERSONAL MENTION.

Mr. W. S. Leslie, of A. C. Leslie & Co., Montreal, was in Toronto this week.

Mr. Henry Clucas, western representative of the Canada Paint Co., was in Toronto on Wednesday.

Mr. T. B. Williamson, M. & L. Samuel, Benjamin & Co.'s representative in Manitoba, the Territories and British Columbia,

has returned to Toronto after a fairly successful trip.

Mr. N. S. Le Page, representing the Progressive Glue Co., New York, was looking up business in Toronto this week.

TRADE NOTES FROM HALIFAX.

THE hardware trade throughout the province is very good just now. All the wholesale houses are busily engaged in filling orders. The orders, however, are small. One of the leading firms here used up eight pages of their ledger for orders which totalled only \$300. In mentioning this fact to **HARDWARE AND METAL**, one of the firm said: "There is very little of what can be properly termed wholesale trade in Nova Scotia. Buyers never take the original package. It is seldom a big order is received, but this spring orders, while being numerous, are smaller than usual. It indicates extreme caution on the part of the buyers. We are not grumbling over it, because, while the buyer is protecting himself he is protecting us."

Cragg Bros. & Co. are having a clearance sale of goods damaged at the late fire. They are embracing the opportunity to have a general clearance, and are doing a big business. The damage to their stock was appraised at about \$400, but the firm claim it was entirely too small.

There are no changes in prices. Nails will go up 15c. per keg on May 15.

Tenders for supplies of hardware for the city close on the 18th inst. They call for 145,000 lbs. of lead pipe, 14½ doz picks, 1,476 lbs. best roofing iron, 157 lbs. Low-moor iron, 1,377 lbs. best cast steel, 23½ doz. steel shovels, 8,235 lbs. dynamite, 21,200 electric fuses, 362 gals. kerosene oil, 8½ gals. olive, linseed and sweet oil, 11 kegs assorted nails, 6 kegs spikes, 54 lbs. red lead, 176 lbs. striking hammers, 302 lbs. manilla rope, and other articles.

S. M. Brookfield has the contract to supply the city with 2,000 bbls. White's cement. The contract price is \$2.08, on the base of 400 lbs. gross to the bbl. Last year Cathedral cement was used, which was supplied by H. H. Fuller & Co. at \$2.02½ per bbl. The cement is to be landed here at the figures given, and thoroughly tested before being taken over by the city. There was a tender in last year for White's cement, but it did not come up to the requirements.

The Halifax Hardware Association now hold their meetings in Bedford Chambers instead of at the Halifax hotel. Many of the members regret the change.

EDITION DE LUXE.

The forms of the Special Number of **HARDWARE AND METAL** are rapidly closing, and next week the trade will be presented with the most handsome and important number that has ever been issued, in the interests of the Canadian hardware trade at least. It will be well worthy the trade it represents, because both advertisers and publishers are making it so. There is still room for a few more pages of advertising, and anything reaching us by Wednesday, 22nd, will be in time for insertion.

FOR SALE

HARDWARE STOCK OF \$4,000 TO \$5,000 AND good will of long established business in a live town north of Toronto. Correspondence solicited. Box "R" **HARDWARE.** (16)



DR. LEAVITT'S New Champion Dehorning Clippers

There are more of these clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

CAUSES OF FAILURE

the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

U. S. EXPORTS OF MANUFACTURES.

Recent reports of the Bureau of Statistics of the Treasury Department show a steady increase in the exports of manufactured products from the United States during the past few months. In February, 1895, the exports of this class of merchandise were not quite \$12,250,000 out of total exports of \$55,000,000, while the manufacturing exports of February, 1896, were \$17,265,000 out of total exports of \$64,385,000, the percentage for this year being about 22 per cent. of the whole. The figures for the eight months ending February show an increase in the percentage as well as in the gross amount. The exports for these eight months for 1895 were \$116,830,000 in manufactured articles out of gross exports of \$549,340,000. The corresponding figures for 1896 were \$144,068,000 for manufactures out of a total of \$590,300,000. A considerable increase is noted in exports of articles requiring peculiar skill and ingenuity. The ratio of increase thus far this year indicates a total exportation for the year of about \$216,000,000 of manufactured products.

FIXING PRICES.

"The great majority of buyers prefer the one price system, and not a few refuse to deal with men who have the reputation of having two prices," says The Hub. "If a buyer knows that the prices quoted him are as low as any other man can obtain, he simply decides whether they are within his limits and whether the goods please him, and acts accordingly, but where there is an uncertainty some extra inducement must be offered him to overcome the feeling that he is liable to pay more than some other customer would. As this is the season of the year when prices are being settled upon, it is the duty of every man to carefully look through his stock and determine the exact figures. Should there be unsalable stock on hand, get rid of it by making a public announcement of a reduction of prices, and have it distinctly understood that the prices for this line in no way affect those asked for regular goods. One excuse for cutting prices is that a competitor is doing so; but, even then, it does not offer an apology for instability. The one true method is one price to all, no matter what that price may be."

CUSTOMS DECISIONS.

The following decisions have been made by the Board of Customs and approved by Controller Wood: Acorns, if shelled, 5c. per lb.; acorns, not shelled, 2c. per lb.; sad irons, plated, 27½ per cent.; California or silver prunes, 1c. per lb.; fluorspar, 20 per cent.; perforated paper, in sheets or rolls for use in mechanical musical instruments, 25 per cent.; filter paper, cut to shape, 25 per cent.

In future the value at which the Austrian florin is to be taken for Customs purposes shall be 40.6c. instead of 34 1-10c., as shown in the analytical index.

Best Varnishes

TIN PLATE

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Makers' Agents for

Lydbrook, Allaway's**Dominion, and other brands.**Enquiries for **IMPORT** orders solicited. **CUTLERY** in Store.

Western Representative,

R. A. BAINES,28 Front St. East, **TORONTO.****A. C. LESLIE & CO.**... **MONTREAL**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.... **MONTREAL** ...

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST.**

CHAS. BOECKH & SONS 80 York Street, **Toronto**

Manufacturers

MONTREAL BRANCH, 301 St. Paul Street

The ...

Ontario Lantern Co.

HAMILTON, ONT.

Manufacturers of the Celebrated

ROYAL AND ..

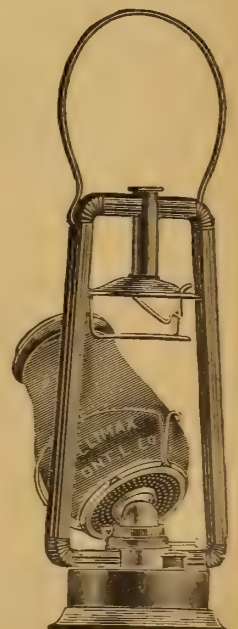
CLIMAX SAFETY

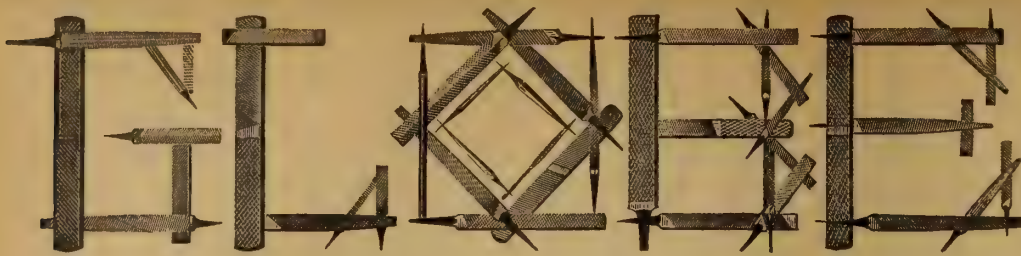
TUBULAR LANTERNS

Railroad Lanterns, Street and Side Lamps, Reflectors, etc. Banner Lamp Burners, Lantern Burners, and Trimmings.

Walter Grose
SOLE SELLING AGENT **Montreal**

Having purchased the business of the Dominion Tubular Lamp Co., we will shortly be in a position to supply any of the lines previously manufactured by them.





ARE THE BEST

WALTER GROSE, Agent, 30 St. Dizier Street

THERE is a steadily increasing demand for these goods, which are now carried in stock by leading hardware merchants from Halifax, N.S., to Victoria, B.C. We manufacture files and rasps for all classes of work—every file warranted.

The Globe File Mfg. Co.

PORT HOPE, ONT.

A full assortment of these goods in Montreal.

AMERICAN ANVIL MANUFACTURE.

THE extent of the anvil trade in this country and the method of manufacture are probably not known, says American Manufacturer. Previous to 1891 the wrought iron anvils used in the United States were imported from England, Germany and Sweden. For the 10 years preceding 1892 the average importation per year was 830 tons. The highest record was 959 tons in 1888. Several attempts to manufacture anvils in this country are on record, but the real birth of this industry, now so firmly established, dates from 1891. Its growth in 1892 and a part of 1893 was rapid. In 1894 the importations were only 380 tons and in 1895 estimated at 500 tons, while the consumption for each of these years averaged about 800 tons. This shows a satisfactory progress for the American manufacturers. It is judged that the consumption for the present year will reach at least 800 tons, and it is believed that 600 tons of this amount will be produced at home.

Reference is had in the above to wrought iron anvils only. Cast iron anvils with steel faces have been successfully manufactured in this country for many years. Their quality is excellent and they answer well for many purposes. Formerly, wrought iron anvils were built up of six pieces welded to a cen-

tral core—four corner pieces, the heel piece and the horn piece. These six parts were welded to the core, and the whole then hammered and shaped. The steel face was then welded on and tempered and ground. This method was generally pursued in the manufacture of foreign anvils, but more recently improvements have been adopted, so that a less number of pieces enter into their construction.

American manufacturers have discarded old-world methods entirely. For illustration, we refer to the methods used by the manufacturers of the anvil known as the "U.S." With improved furnaces for heating the blooms, ponderous steam hammers for forging, steel dies for shaping the heel and horn, new processes for tempering and grinding, novel appliances for swinging the anvil as required in the course of construction, they produce a superior article. In the manufacture of the "U.S." anvil, the material is selected and piled to form a bloom of sufficient size to produce the entire upper half, including the heel and horn, and a separate one to form the entire lower half. These piles are run into a furnace, and when heated to the proper degree become blooms, which are brought under a steam hammer and each shaped and punched and then welded in the centre. Next the steel face is welded on, only special American crucible

cast steel being used, and the anvil is swung to another hammer for the finishing strokes. Then follows the tempering of the face by a process originating in this plant, which insures even and perfect results, with a great saving of time in handling. After this come the testing, inspection, japanning, labeling and bagging, and a warranted anvil is ready for the market.

LOOKING AFTER CANADIAN MINES.

A party of nine English gentlemen, representing a syndicate of capitalists, who were already interested in Canadian investments to the extent of some millions of dollars in electric railroads and mines, chiefly in British Columbia, arrived in Toronto the other day. The company represented is known as the Lillooet, Fraser River and Cariboo Gold Fields Co., Ltd. Mr. R. M. Horne-Payne has for the past three years annually visited Canada, and is this time accompanied by his friends, who are connected with large financial houses in London and Paris, and who are desirous of investing capital in Canada. The party left Toronto on Monday for British Columbia. The names of the gentlemen comprising the party were: R. M. Horne-Payne, A. C. Mitchell-Innes, W. G. Mitchell-Innes, H. M. Hubbard, R. H. Sperling, H. D. Robson, and E. A. Bennett. The party travels luxuriously, having sleeping, dining and parlor cars—a whole train, in fact.

We Cater to Every One's Tastes

In the matter of Bicycles. Our assortment is so large and varied in both style and price that you are bound to find just what you want. In the construction of our wheels no detail is too small to escape attention, and we guarantee the strict mechanical excellence of every wheel we handle.

LET US SEND YOU A CATALOGUE WITH DETAILS ABOUT STYLES AND PRICES.

WE WANT RELIABLE AGENTS EVERYWHERE.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

JOHN WATTERSON

Merchant

Montreal

TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.

Sole Agent for Canada

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

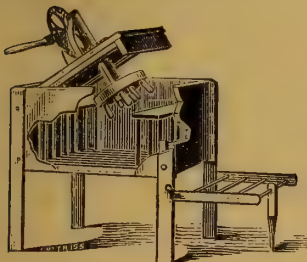
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

PIG IRON PRODUCTION STATIONARY

THE Iron Age in its monthly review of the pig iron production says: While there has been some shifting of production, the current output has remained stationary during March. Stocks, however, have been added to in coke and anthracite pig, to the extent of over 50,000 tons, which seems to indicate that restriction is not sufficient.

The weekly capacity of all the furnaces on April 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
April 1, 1896	203	190,281
March 1,	207	189,583
February 1,	215	19,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517
May 1	127	110,210
April 1	144	126,732

In comparison with previous months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and Anthracite		Charcoal	
	Number	Capacity	Fur'ces	Capacity
	in blast.	per w'k.	in blast.	per w'k.
April 1	183	183,692	25	5,289
March 1	187	184,104	20	5,479
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,224
December 1, 1895	219	211,565	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	189,653	21	4,376
August 1	179	176,380	21	4,145
July 1	168	167,315	17	3,879
June 1	154	153,195	18	4,020
May 1	153	152,172	18	4,382

The position of stocks, sold and unsold, as reported April 1, was as follows, the same furnaces being represented as in former months:

	Jan. 1.	Feb. 1.	Mar. 1.	April 1.
Stocks.				
Anthracite	390,933	454,717	524,180	583,601
Coke and Charcoal	134,684	134,309	135,896	134,643
Totals.	525,617	589,026	660,076	718,244

These stocks do not include the majority of the furnaces controlled by steel companies.

WINNIPEG RETAILERS.

There was a large attendance at the last regular meeting of the Winnipeg Retailers' Association. Twenty-one new members were elected. A committee was appointed to arrange for a social entertainment at an early date. It was also resolved that additional endeavors should be made to induce the clerks to connect themselves with the association as members. A committee, of which Mr. Holman is chairman, was appointed to carry out the resolution.

PERFECTION



HORSE CLIPPERS, TOILET CLIPPERS, RAZORS, ETC.

Are strictly the very best.

H. S. HOWLAND, SONS & CO.
Toronto.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

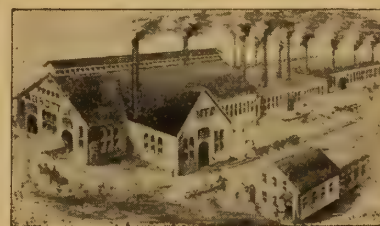
ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE creditors of Vance & Co., general merchants, of Norval, will meet on the 22nd, when a statement will be presented showing assets of \$2,500 and liabilities nominally the same.

J. E. Ryman, blacksmith, has assigned to P. E. Fitzpatrick.

D. F. McRae, general merchant, Baddeck, N.S., has assigned.

Geo. Halliday & Co., general merchants, Arnprior, have assigned.

Z. Lecerte, general merchant, St. Sophie de Levrard, Que., has assigned.

J. H. Huber & Co., glue manufacturers, Doon, have assigned to J. R. Eden.

A meeting of the creditors of the Tubular Lamp Co., Montreal, has been called for 23rd inst.

A chattel mortgage on the goods of Rankin & Co., general merchants, Maple Creek, has been foreclosed.

M. E. Agar, wholesale carriage hardware and iron, St. John, N.B., is asking an extension of time to 4, 8, 12 and 16 months.

PARTNERSHIPS FORMED AND DISSOLVED.

Quissey & Prevost, wagon manufacturers, Montreal, have dissolved.

DePenever, Winram & Co., general merchants, Manitou, have dissolved. P. Winram & Co. continue.

Hall & Hathway, general merchants, Granville Ferry, N.S., have dissolved. F. W. Hathway continues.

Steer Bros., general merchants, St. John's, Newfoundland, have formed a new co-partnership with C. R., John E., and Francis H. Steer.

March & Berryman, bicycles, St. John, N.B., have dissolved; L. G. Berryman retires, and R. A. March is admitted under style of March Bros.

John Cox & Co., varnish manufacturers, Montreal, have dissolved, and John Cox, James Cox, and W. A. Wilson, have registered a partnership to carry on business as varnish manufacturers under the style of Cox, Wilson & Co.

CHANGES.

Binet & Martin are starting wagon works at Halifax South.

Ketchum & Co. are opening out in the bicycle business in Ottawa.

Levielle & Gagnon are starting a general store in St. Laurent, Quebec.

Alex. Campbell, harness maker, Atwood, has sold out to R. Williams.

F. E. Tourigny & Co. are starting a general store at Yamaska, Que.

Jacob Simington, blacksmith, Houghton, has been succeeded by W. Hill.

C. C. Hearle has begun the manufacture of boiler cleaners in Montreal.

Joseph Pion, tinsmith, St. Remi, Que., has been succeeded by W. Riel.

The style of the Consolidated Railway and Light Co., Vancouver, has been changed to Consolidated Railway Co.

SALES MADE AND PENDING.

W. Wilson & Co., hardware, Montreal, are offering business for sale.

W. W. Crang, blacksmith, Braemar, Ont., is advertising business for sale.

FIRES.

C. B. Snow, general merchant, Rockland, N.B., has been burned out.

The stock of Cragg Bros. & Co., hardware, Halifax, has been damaged by water and smoke.

The premises of Robt. Whitelaw, foundry and boiler maker, Woodstock, has been partially damaged by fire.

DEATHS.

Thomas Bond, hardware, etc., Toronto, is dead.

W. French, carriage maker, Richmond Hill, is dead.

John Lockett, of John Lockett & Son, general merchants, Bridgetown, N.S., is dead.

A LASTING PAINT FOR GLASS.

Windows of workshops, toilet rooms, etc., are often painted either to soften the light or to shut off the view, says Diamant. A very lasting and uniform coat of paint is obtained in the following manner:

The glass is cleaned thoroughly with a cidified water and fossil meal and a solution of 10 parts of stale beer and 1½ parts of potash water glass is poured over it. After drying the glass is heated moderately and as uniformly as possible, when it is ready to receive its coat of paint, for which the following prescription is given: 100 parts (weight) of Cologne glue are allowed to soak in cold water for several hours. The water is then poured off and the glue is put into a pot and melted. While the glue is melting, 200 parts of linseed oil are heated until the temperature of both substances is about equal. As soon as no more air bubbles can be observed in the glue, the linseed oil is added gradually under continual stirring. The mixture has to be kept hot over a slow fire for an hour and stirred without interruption. For stirring a round stick is the best, as an angular one will produce bubbles. Then 200 parts of slightly heated turpentine or camphor oil are added, and at last the coloring substance and 150 to 200 parts of water. All these additions have to be made slowly, while stirring must not be neglected. The paint is spread on lukewarm and is dry within six hours.

The lumber cut in Cumberland, N.S., this winter, says The Amherst Sentinel, will be extensive. About 20,000,000 feet, board measure, will be cut.

Consignments Stored in Bond

And shipped when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS

536 TO 542 CRAIG ST., MONTREAL

GARDEN HOSE

Every description of Rubber Goods in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion. **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

THE BEST FARM AND

GARDEN WHEEL

At Right Price. **BARROWS**

J. H. Connor

Manufacturer

OTTAWA

Henry Boker's

Special Tree Stamped Warranted

Fencing Pliers

Unsurpassable in quality and pattern.

RICE LEWIS & SON, Ltd.
TORONTO.

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, AlabastineBrandram Bros.
Genuine White Lead327 St. James St.,
MONTREAL

"SAMSON" BRAND

PORTLAND CEMENTGuaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

"Just a Little Better than the Best."

A Factis positive proof
of an assertion.
The material we
use has been**A Factor**in making the
"McCREADY"
wheel the finest
wheel for com-
fort, pleasure
and economy.
That is why we
have**A Factory**running full time
to turn them out
to meet the in-
creasing de-
mand.

Send for our Handsome Catalogue.

THE R. A. McCREADY CO., LTD.

149 Yonge St., Toronto, Ont.

Wholesale agents for Western Canada for the
celebrated Smokeless (SS) nitro powder.**IRON INDUSTRY IN THE TRANSVAAL**

VARIOUS efforts have been made to take advantage of the concession granted many years ago, which still continues in force, but none have hitherto been successful. The promise of an import duty of £18 13s. 4d. on iron, steel or tin goods ready for sale has not sufficed to induce capitalists to find money for such an enterprise, in face of the limited and necessarily varied character of the iron and steel imports into the Transvaal, but the imports have of late years increased so rapidly that something in this direction may again be attempted, with more success, before very long. The Rand has been very largely explored with a view to the development of the useful minerals, and about seven miles south of Middleburg there are excellent seams of coal, some of them 8 feet thick, yielding on assay 87 per cent. of combustible matter and 13 per cent. of ash. This is a hard steam coal, similar to that of Northumberland, but containing more ash. So recently as 1889, coal from the locality, despite its abundance, was selling at £8 5s. per ton delivered at Johannesburg. One of the most remarkable mineral deposits of the Transvaal is an open working of coal, 10 feet to 12 feet thick, belonging to the Rand Coal Co., five miles south of Steel Kool Junction. This coal, which is free from slate, has only 6 per cent. to 8 per cent. of ash, and is acknowledged to be the premier seam of the country. Fifteen miles south of Middleburg there is an excellent seam of coking coal, and in the same locality there is a deposit of magnetite ore, which assays 66.23 per cent. of metallic iron. Iron ore is found in abundance in the same district, varying much in quality, and assaying 20 to 40 per cent. of metallic iron. In the Bush Veldt, some 40 or 50 miles north of Middleburg, a large field of titaniferous iron ore exists, which is of good quality, and this district, unlike the Transvaal generally, also happens to be well wooded—so much so that it has been calculated that within a five-mile radius of the ore deposits there is a 16-years' supply of charcoal for one furnace. The nearest limestone to the Middleburg coal field is, however, by road, about 50 miles away. This, until a railway is constructed, would be the most costly item, relatively, in the possible development of an iron industry in this district, as the transport of the limestone to the coal field would cost probably about 60s. per ton, or 3s. per cwt.

WANTED—A WOOL DEALER.

EDITOR HARDWARE,—Could you give us the address of some reliable wool dealer? We want to secure a good market for wool, as we intend handling a large quantity of it.

Yours, etc.,

MCKINNON & MORRAN.

Allenford, April 13, 1896.

1875.

COVERT'S

1896.



Covert's Bit Snap has no equal for connecting bit to bridle, or for Trace Carrier. Price is the lowest.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.**DO YOU WANT**

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.**Ontario Nut Works, Paris**
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.BRAND "C.I.F." THREE RIVERS
PLANTS ATRadnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**"JARDINE"****Horseshoe**
Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL**A. B. Jardine & Co.,**
HESPELER, ONT.

THE CANADA PLUMBER AND STEAMFITTER

A MEETING of the Master Plumbers' Association of Toronto was held in the Y.M.C.A. building on Tuesday evening. President Burroughes presided. The principal thing done was the appointing of a committee to confer with the manufacturers regarding trade regulations.

The plumbing trade has made some improvement during the last couple of weeks, but, as far as Toronto is concerned, no large jobs are being let, and those important undertakings contemplated at outside places are eagerly sought after by "Queen City" plumbers.

Fiddes & Hogarth, Jarvis street, Toronto, have just finished the steam heating and plumbing for the new Trinity College School, Port Hope. The job was in the neighborhood of \$10,000.

The contract for the gasfitting for the refitting of the building at 84-90 Yonge street, temporarily occupied by Robert Simpson, the departmental man, has been secured by Worthington, Garratt & Armstrong, 128 Bay street, Toronto. The building is being converted into four stores. The plumbing work has not yet been let.

Joseph Wright, of the Bennett & Wright Co., Ltd., who are doing the heating and plumbing for the Canada Life Co.'s new building in Montreal, left for the "Commercial Metropolis" on Thursday night.

The gentlemen who are endeavoring to form a Master Plumbers' Association in London are neither slumbering nor sleeping. Eight leading firms in the "Forest City" have pledged themselves to become members, and a meeting for organization will be held at an early date.

A PROBLEM TO BE SOLVED.

One of the features of the heating trade which is remarked by prominent members is a comparatively new method of retaining customers by manufacturers, says Metal Worker. It is to form a stock company and to place the stock of the company with people who are likely to become good customers. This has been done to some extent by the manufacturers of house heating apparatus among men who have been previously considered as heating contractors and in no sense manufacturers. It is well known that prominent heating contractors have been most active in the formation of societies for their general protection. Some of the provisions for the protection of the members of the society require that manufacturers shall not sell except to the trade or at prices which compare favorably with those quoted

by heating contractors. It is pointed out by one manufacturing house that if it becomes the custom to capitalize manufacturing corporations among the heating contractors, there is small probability of the other manufacturers being able to sell to heating contractors who are members of the protective society and also stockholders in a manufacturing corporation. It is further pointed out that under such circumstances the field of the old time manufacturer is very much restricted unless he enters directly into the contracting field; and a somewhat demoralizing tendency in prices is liable to result from such a method of selling. A contractor who buys at a reduced price from the fact that he is a stockholder in a manufacturing corporation naturally will be glad to sell some of the product of his corporation to a heating contractor who is not a member, particularly when the margin of profit is an inducement. This is a still further intrusion on the field of the old-time manufacturer, and reports have already been received that such sales have been made. The arguments used to induce contractors to take stock, and thus become the customers of these corporations, have not always proved successful in securing stockholders, but have, on the other hand, been the means of distributing information as to the cost of goods and the prices at which they can be sold under such circumstances, which are somewhat at variance with the prices generally quoted. Statements have also been made that the success of this method of securing permanent customers has attracted attention in other fields, so that supply manufacturers have under consideration the formation of similar companies for the sale of their goods.

CUTTING CAST IRON PIPE.

A method of cutting cast iron soil pipe is used by some plumbers that can be generally adopted with advantage, writes "P. A. D." in Metal Worker. With the advent of the large size pipe cutters having several cutting wheels the experiment of cutting soil pipe with them has been successfully tried. The danger of breaking the pipe when a cold chisel and hammer were used in the old way was often passed with relief to the plumber only to find the annoyance of an irregular break leaving a very ragged end. The care necessary to avoid breakage required a great deal of time. The operation can now be much more speedily performed with the large pipe cutter, though care and judgment can still be used to good advantage. The helper places a brick under the pipe between the middle and end of the section and then clamps the pipe with a large wrench. The cutter is then placed on the pipe, care being taken not to set the

cutters down too light, for soil pipe is likely to have lumps and hard places that must be gone through gradually or a set of cutters will be ruined. After the skin of the pipe has been cut through the wedging of the tapering cutters will often force the pipe apart without striking it a blow with a hammer or otherwise. This method of cutting cast iron pipe has been so satisfactory that large specially-constructed cutters are made for cutting street service pipe.

MEASURING LIGHT.

The standard of light, says *Invention*, is that obtained from a candle, but even this is a variable amount, the chief error being due to variations in the character of the wick employed. Exhaustive experiments show that the number and size of the threads in the wick, the closeness of the plaiting of the strands, the pull on each strand during plaiting, the previous cleaning of the cotton used, the treatment of the wick by the manufacturer and the extent to which is stretched when set in the candle mold by the workmen, are all factors of importance, affecting the light which a candle gives. Many other conditions also affect the result, such as the length of time it has been burning, whether the "cup" of the candle be dry or contain melted sperm, the roughness or smoothness of the wick, the curvature of the wick, and so forth. To all these difficulties we have the impossibility of making candles which will burn 120 grains per hour. In estimating the value of candlelight, however, a range of 5 per cent. of the prescribed amount is allowed. Even this does not overcome the trouble, candles sometimes burning outside of these limitations by even 10 to 20 per cent. An exact standard for light measurements is greatly needed, but nothing that has been suggested thus far seems to fulfil all the requirements of obtaining an absolute measure for our illuminants.

COPPER WOUND STEAM PIPE.

The plan of winding steam pipes over eight inches in diameter with three-six-



Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.

MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

BARB WIRE

LOCK BARB, 4 POINT

GLIDDEN, 2-POINT

CALVANIZED STEEL STAPLES

PLAIN TWIST

TRUSS CABLE

ORDER NOW BEFORE ADVANCE IN PRICE

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

teenths inch copper wire, thus nearly doubling the bursting pressure, is pronounced by competent judges to be an important change in engineering practice, says a contemporary. Further, that the thickness of sheet copper forming the pipe may be reduced to the minimum, and at the same time insuring the full advantage of wire winding, an improved system of manufacturing steam pipes has been devised, described as consisting in simply using copper of the thinnest possible gauge to form the interior or core of the pipe, while the body proper is composed of steel wire wound closely around the core, the interstices being filled in solid with copper by electro-deposition. Increased strength comes from wire winding.

NEW BUILDINGS AND ALTERATIONS TO BUILDINGS.

Building permits have been granted by the City Commissioner, Toronto, to Harton Walker for the erection of a three-storey brick factory on east side of first lane west of Yonge street, south side of Adelaide street, to cost \$2,000; to P. W. Ellis & Co., for inside alterations to 31 and 33 Wellington street east, to cost \$3,000; to Ardagh &

Walker, for a pair of semi-detached two-storey and attic at 28 and 30 Leopold avenue, to cost \$5,000.

David W. Beaubier intends shortly to commence the erection of a fine hotel building on the corner of 9th street and Pacific avenue, Brandon, Man., directly opposite the C.P.R. depot. This will be by long odds the finest structure of its kind in the city, and the management intend to cater for the first-class trade only.

A prominent lumber dealer said yesterday that several new grain elevators were already under projection, to be erected this year. The number spoken of that would definitely be built is about half as many as erected during 1895. The Lake of the Woods Milling Co. was one of the firms that would build grain storage buildings during 1896 at desirable points where at present they have none.—Free Press, Winnipeg.

The work on the Cowan block, Portage la Prairie, to the extent of about \$7,000, will begin very shortly, and the work will be completed early this season. It will be a decided acquisition to the avenue in an architectural sense.

The tendering on the new Methodist church to be erected at Macdonald, Man., is keen and the number of tenders submitted is large.

Contracts for the cold storage addition to the plant of J. Y. Griffith & Co., pork pack-

ers, Winnipeg, have been awarded as follows: Mason work, Davidson Bros.; carpenter work, G. T. Baird; galvanized iron and tin work, the Jas. Robertson Co. Ltd. The new addition is to be solid brick, 40 x 80 feet, two and a half stories, and on the most improved system of cold storage.

A new brick and stone block is about to be erected on King street, Winnipeg, for A. Carruthers. It will be 35 feet wide, 75 feet long, with two storeys and a basement eight feet high. The plans have been drawn by Architect J. Greenfield.

THE ADDITION TO M'GILL UNIVERSITY.

Tenders were called on Wednesday last for the plumbing and heating of the new Donalda (Ladies' Building) of the McGill University. The awards are expected to be made known in the course of a week. Bruce Price, of New York, is the architect, and all tenders have to be forwarded to him.

PLUMBING NOTES.

James Perry, plumber, tinsmith, etc., Pembroke, has assigned to James Coford.

Mr. Cyril Rudge, who was recently connected with the Plumbing Department at the City Hall, Toronto, has been appointed instructor in harmony at the Gottschalk Lyric School, Chicago. Mr. Rudge is a Doctor of Music of Trinity University, Toronto.

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force
Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants

"GORBALS BEST BEST"

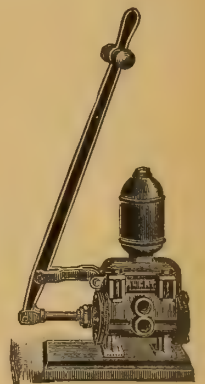
GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

For sale only by

THOMAS ROBERTSON & CO.

Montreal



Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, April 17, 1896

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.		
M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	
R. & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.XI.	7 70	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.XI., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	0 06
" 28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined "	1 70	
Horse Shoe "	2 35	2 65
Band "	2 60	2 75
Hoop "	2 30	2 50
Swedish "	4 00	4 25
Sleigh Shoe Steel "	3 00	3 25
Tire Steel	2 75	3 00
Machinery "	0 10	0 14
Cast Steel, per lb	0 10½	0 11
Russian Sheet, per lb	2 00	2 25
Tank Plates, 1-5 and thicker	4 50	5 00
Boiler Rivets		

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ⅜, ½, ⅝, ¾ p.c.; ¾ to 1¼ in. 70 p.c.		
1½ to 2 in. 70 and 5 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—	Per lb.	Per lb.
16 to 24 gauge, per lb.	0 04½	0 04¾
26 gauge, "	0 04½	0 05
28 "	0 05	0 05¼
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04¾
28 "	0 04½	0 04¾
NOTE.—Cheaper grades about ¼ cent per pound less.		

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" 1¼ " "	4 75	
" 5-16 " "	4 00	
" ¾ " "	3 75	
" 7-16 " "	3 35	
" ½ " "	3 25	
" 9-16 " "	2 95	
" ¾ " "	2 85	
" 1 " "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.		
English B. S., ton lots	0 11½	0 12
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches	0 20	0 22
" 1 to 2 inches	0 18	0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per cent, and tinning and half planishing 3 cents per pound.		
Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge ..	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04¾	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½
NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 50 per cent. discount.		
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.		

Solder.

Bar half-and-half	Per lb.	Per lb.
Standard, per lb	0 12½	0 13
"	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 10½
Other makes, per lb.	0 09½	0 10

Anti-Friction Metal.

"Beaver" brand	Per lb.	
"	\$0 20	

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	
No. 1 do.	4 50	
No. 2 do.	4 25	
No. 3 do.	4 00	
Brandram Bros', Genuine	6 00	
" " Decorative	5 75	
" " No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine	5 75	
No.	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 05
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	
Chrome Yellow	0 11	
Golden Ochre	0 06	
"	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt.	2 75	
Yellow Ochre (Royal), per cwt.	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
do. "	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine, p.e.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 54	0 55
Boiled, per gal	0 57	0 58
Freight allowed.		

Turpentine.

4 to 9 barrels	0 45	
1 to 4 "	0 46	
Freight allowed.		

Castor Oil.

In cases, per lb	0 06½	
Small lots	0 06¾	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom. 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb bags	per lb	
Best thick brown or grey felt wads, in ½ lb. bags	1 00	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge	0	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	Al
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb	0 35	0 40
------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
--------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tire, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 75 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

complete, with augers, each	5 00	7 50
-----------------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9,	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis. 75 and 10 per cent.		

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per gross	0 60	1 00
------------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids,	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross.	8 50	11 25
----------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
------------	--	--

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
------------	--	--

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
------------------------	--	--

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.		
--------------	--	--

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond.		
Per 100 ft.		
14 to 25	4 35	4 95
26 to 30	4 35	4 95
31 to 35	4 35	4 95
36 to 40	4 35	4 95
41 to 45	4 35	4 95
46 to 50	4 35	4 95
51 to 55	4 35	4 95
56 to 60	4 35	4 95
61 to 65	4 35	4 95
66 to 70	4 35	4 95
71 to 75	4 35	4 95
76 to 80	4 35	4 95
81 to 85	4 35	4 95
86 to 90	4 35	4 95
91 to 95	4 35	4 95
96 to 100	4 35	4 95
101 to 105	4 35	4 95
106 to 110	4 35	4 95
111 to 115	4 35	4 95

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

Per 50 ft.		
------------	--	--

Per 100 ft.		
-------------	--	--

--

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets net, to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 60
 40 dy. 2 65
 30 dy. 2 70
 20, 16, and 12 dy. 2 75
 10 dy. 2 80
 8 and 7 dy. 2 85
 6 and 7 dy. 3 00
 2. American pattern only—
 From 4 to 5 dy. 3 20
 3 dy. (lath). 3 60
 3. Canada pattern only—
 From 4 to 5 dy. 3 10
 3 dy. (lath). 3 50
 3 dy. A.P. fine. 4 20
 Car lots 10c. less.
 Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.
 Wire Nails, 70 and 7½ per cent. 3 per cent. cash delivered in lots of 10 kegs or more
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond. 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16
 Carbon safety " 0 18 0 19
 Canada w. w. " 0 18 0 19
 American w. w. " 0 00 0 20½
 S. r. seal, per gal. 0 63 0 65

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 60 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 60 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle. 0 22 0 33
 Screw. 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors', " 9 00 15 00
 Tinnings' solid, per set. 0 00 0 72
 hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arhenz's, " 9 00 18 00
 Theile & Quack's, " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron " dis. 55 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron or steel, 55 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
½, 5-16, ¾ in.	7½	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¾	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempbell's, dis. 40, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70

Hand, Disston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting, " 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
 " F. H., dis. 75 p.c.
 " F. H., brass, dis. 77½ p.c.
 " F. H., dis. 72½ p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, japanned, 80 p.c.
 N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 japanned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " " " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme. 3 00 5 00
 Lock, Andrews'. 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

	Gross.	Doz.
Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 and 10 to 70 p.c. rev. list.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

	Gross.	Doz.
Scientific Stove Enamel	7 50	0 75

STONE.

	Gross.	Doz.
Washita, per lb.	0 28	0 50
Hindustan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue	66½
Trunk tacks, black	66½
B.B.B. iron carpet, blue	66½
" " " " " " " "	66½
B.B.B. iron carpet, bright or blued (in kegs)	30
B.B.B. iron carpet, tinned (in kegs)	30
B.B.B. cut tacks (in bulk)	50
" " (in dozens, 1 to 6 oz.)	45
" " (in dozens, 8 to 24 oz.)	40
" " ¼ weights	35
" " " "	40
Swedes, cut tacks, genuine, blued and tinned	52½
Swedes, upholsterers', genuine	50

Swedes, upholsterers', American (1 to 6 oz.)

Swedes, upholsterers', American (8 to 24 oz.)	66½
Swedes, carpet, grip, lace	35
brush, blued and tinned	40
Zinc tacks	35
Copper tacks and nails	60
Leather carpet tacks	30
Trunk nails, black and tinned	65
Clout nails	66½
Cigar box nails	45
Lining nails in papers	10
" " in bulk	15
" " solid heads, in bulk	42½
" " " " " "	15
Saddle nails in papers	15
" " in bulk	15
Tinned capped trunk nails	15
Double pointed tacks, discount 90 to 90 and 12½ p.c.	

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather. 5 50 9 75
 Chesterman's, each. 0 90 2 85
 " steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.

Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent

Japanned, prices on application.

Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.

Game, H. & N., P. S. & W., 62 to 60.10.

Game, steel, 70 to 70 and 5 p.c.

Mouse, per doz. 0 35 1 50

Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz. 4 75 9 00

Brads' 5 00 10 50

D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Rag, Russian, per lb.	0 21
Wrapping, mottled, per pack.	0 80
Wrapping, cotton, per lb.	0 17
Matress, per lb.	0 33
Staging, " "	0 27
Broom, " "	0 30

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each. 2 00 4 50
 Coach, each. 6 00 7 00
 Peter Wright's, per lb. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

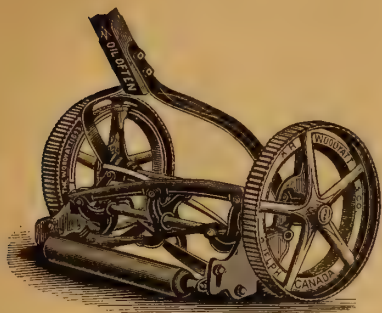
WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

The Sun Never Sets on



The WOODYATT LAWN MOWER

It is used in all parts of the World.

Representatives in Every Town Wanted

—FOR THE—

COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell, Easy Work, Small Price, Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of hardware people—strong, tough, hard-to-tear paper. Upon request we will be glad to send a book of samples from which you can order.

Let us know what you want in our line.

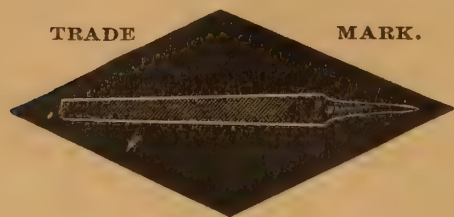
318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

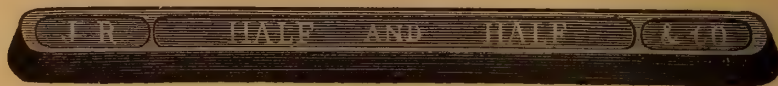
Everything for the Plumber!!

OUR LEADER



The cheapest seat in the country.

AT ROCK BOTTOM PRICES



Our solders are honestly branded what they are.

WE carry a complete line of PLUMBERS', STEAM, GAS-FITTERS'
AND ENGINEERS' SUPPLIES.

Lead Pipe, Sheet Lead
Pig Lead, Bar Lead
Lead Traps . .
Lead Wire
Wire and Bar Solder
Tin-lined Lead Pipe
Block Tin Pipe



"THE RICHELIEU."

Sanitary Earthenware
Laundry Wash Tubs
House Boilers
Baths--Steel-Clad, Cop-
per and Porcelain
Iron Pipe and Fittings
Iron and Steel Sinks

THE JAMES ROBERTSON CO. LTD.

Estimating Specifications
a Specialty.

Manufacturers - Toronto

N.B.—You are cordially invited to visit our sample-
rooms—the finest in the Dominion.

THIS JOURNAL
REACHES THE MOST RESPONSIBLE
BUYERS IN EVERY PROVINCE
OF CANADA.



CANADIAN
HARDWARE & METAL
MERCHANT. APRIL 25TH 1896

THE MACLEAN

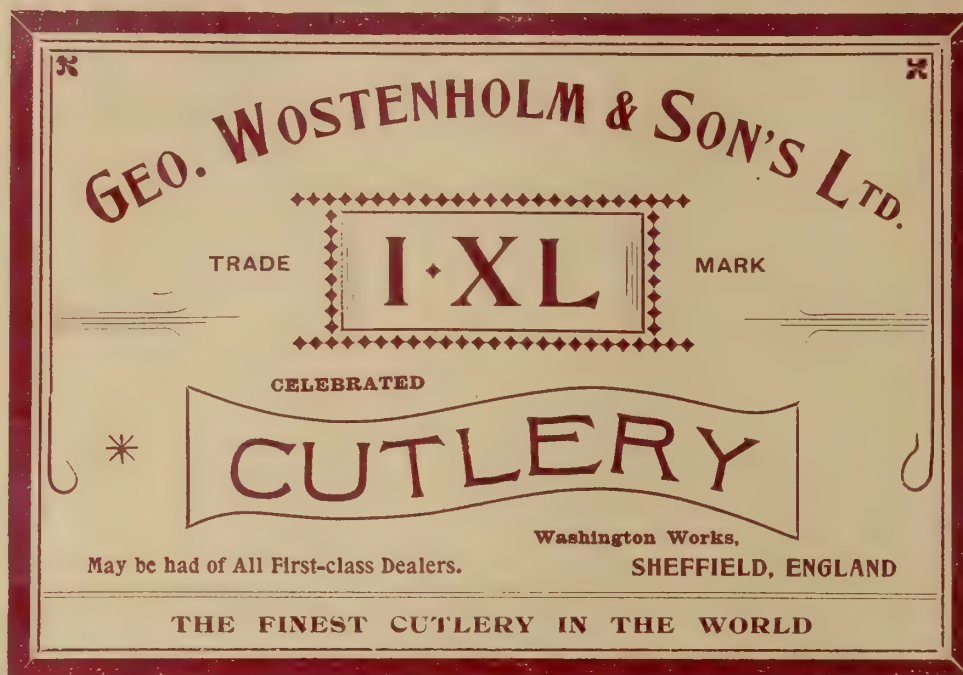
PUBLISHING CO.
LTD.

MONTREAL

& TORONTO.

18

96



. . . BEST . . .

PORTLAND CEMENT

MADE BY

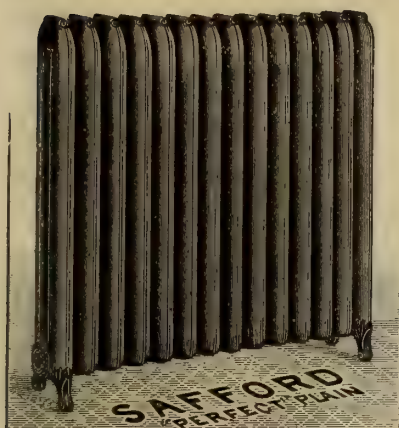
JOHN BAZLEY WHITE & BROS. Ltd.

LONDON, ENG.

The Leading Cement in the
Market

Sold by all First-class
Dealers

Largest Manufacturers under the British Flag



“SAFFORD”
PATENT
RADIATORS



.. For Heating ..

Are Canada's Standard

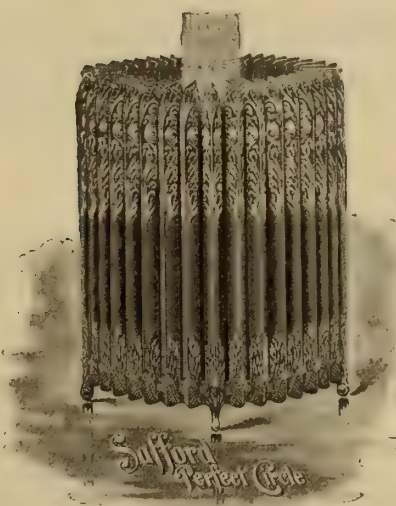
15 DIFFERENT STYLES TO CHOOSE FROM
 225 SIZES AND EVERY KNOWN SHAPE

FOR WALLS, CORNERS AND CURVED WINDOWS

No Bolts ..

No Packing

No Leaks



**All Prime
 Surface**

**High or ..
 Low Legs**

ALL NAMES COPYRIGHTED

ALL DESIGNS REGISTERED

ALL IMPROVEMENTS PATENTED

The very difference between past and present in Safford Radiation is the increased demand — we cannot improve their construction — they're absolutely perfect.

The Toronto Radiator Mfg. Co.

TORONTO, ONTARIO

LIMITED

Sheet Copper

Sheet Brass

Detroit Copper and Brass Rolling Mills

DETROIT, MICH.

Manufacturers of all kinds of Sheet Copper

Braziers', Sheathing, Patent Leveled Cold Rolled,
Polished and Planished

Copper Bottoms

Circles, Rivets.
Bolts, Burs

FROM PURE LAKE SUPERIOR COPPER

Copper and Brass Wire and Rods

SHEET BRASS

Bronze Metal

German Silver, Etc.

Brass and Copper Tubing

The Largest
Padlock Factories
In the world.
Equipped with the
Best and Latest
Machinery.

MANUFACTURERS . .
THE SLAYMAKER, BARRY CO.
Incorporated
Sole Mfrs. of "S.B.Co." LANCASTER, PA., U.S.A.

Manufacturers of
The largest
Lines of Padlocks
Made by
Any manufacturer
In the world

PADLOCKS

AT ALL PRICES

For all purposes.
Always the best of their grade.



3 Sizes.
5510, 5511, 5512.



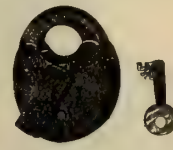
4 Sizes.
1010, 1011, 1012, 1013.



3 Sizes.



2 Sizes.



3 Sizes with Drops.
6 " without Drops.



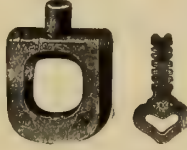
1 Size. Also with
Large Shackle.



3 Sizes.



5 Sizes.



3 Numbers.



3 Numbers.



3 Numbers.



3 Numbers.



10 Numbers.



2 Numbers.

These are but a few of
Our Locks.

Send for Catalogue of
complete line.

GENERAL AGENTS

JOHN H. GRAHAM & CO.

113 Chambers St., New York, N.Y.



3 Numbers



2 Numbers



OUR SPECIALTIES ARE:

Stove Enamel in tins for the household.

Stove Paste in 5-lb. pails for store use.

Stove Pipe Varnish

Iron Varnish

We put nothing
On the market until
It has been thoroughly
Tested. Our goods
Are right and are
Put up in the
Neatest selling
Packages
Of any
Similar goods
On the
Market.

Scientific Varnish Co.

Boat Varnish

Furniture Varnish

Furniture Polish

Chain Lubricant for Bicycles.

Top Dressing for Buggies, Dashes, etc., etc.

Enamel Paints

All colors, air drying, for
household use and **BICYCLES**

Order through your wholesaler dealer,
or write direct.



103 Queen East

TORONTO



“RELIABLE” Gasoline Stoves

Manufactured in 32 Different Styles—
Single Generators, Process and Individual
Burners, ranging in price from \$3.50 to
\$31.00 List

MANUFACTURED BY

The Schneider and Trenkamp Company

CLEVELAND, OHIO

Over 395,000 Reliable Juniors sold up to
date. Not one complaint reached us.
Can anyone show a better record?

Write for Discount to Sole Agents

THE HAMILTON HARDWARE CO., LTD.

HAMILTON, ONTARIO

DORKEN BROS. & CO.

140 McGill Street . . . **Montreal**

WHOLESALE and JOBBERS will please note the change
of our address—

DORKEN BROS. & CO.

140 McGill Street, MONTREAL

SOLE REPRESENTATIVES OF

HENRY BOKER, Hardware, Tools, etc., and his branches, viz.:

H. Boker & Co. Cutlery, etc.

Bergische Stahl Industrie Gesellschaft, Machinery Steel, etc.

Alexanderwerk Meat Choppers, Copying Presses, etc.

Luisenhutte Vices, etc.

Schwelmer Emailir Werke, Enamelled Ware, etc.

United Brush Manufactories, Brushes, etc.

Gebruder Noelle, Albaloid and Plated Ware, etc.

Jonas & Colver, Crucible Steel.

John Wilson, Butcher Knives, etc.

Francis Newton & Son, Table Cutlery, etc.

J. Newton & Co., Plated Ware, Cutlery, etc.

A. Simonis, Guns, Rifles, etc.

and a number of other German, English, French
and Belgian Manufactories.



Depth of Building 140 Feet
3 Doors from St. Paul Street

DRAIN PIPES



Cement, Fire Bricks, Plaster
Keene's Cement
Building Bricks
Mortar Color
Enamelled Bricks and Tiles

Best Stock in Canada and at Lower Prices than ever.

F. HYDE & Co.

30 Wellington
Street . . .

MONTREAL

◦ PORTLAND CEMENTS ◦

BEST ENGLISH AND BELGIAN BRANDS



Keene's Fine, Superfine and Parian Cements.

Sewer Pipes—Scotch and Canadian, all sizes up to 24 inch diameter.

Calcined Plaster—Nova Scotia Brands.

Fire Clay—Scotch and American.

Cupola Daubing Mixture—For Cupola Linings.

Flue Linings, Chimney Tops,

Gas Retorts, Scotch Derricks and Cranes,

Building Sandstones, Mortar Colors,

Vitrified Coach and Stable Bricks,

Navy Wheelbarrows,

Enamelled (Porcelain) Fire Clay Sinks,

Foundry Wheelbarrows, Coal Barrows,



— AND —

General Builders', Contractors' and Founders' Supplies

We handle more than one-third of the total importations of cement into Canada and carry the Largest Stocks and Most Expensive Range of Good Brands.

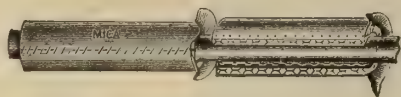


W. McNally & Co.

MONTREAL.



Mica Pipe Covering



Manufactured only by

THE MICA BOILER COVERING CO. LTD.

ALSO ALL KINDS

Mica Coverings for Boilers
Steam Pipes, Furnaces, etc.

Office and Factory

9 JORDAN STREET - TORONTO, CANADA

The **Swansea**
Forging *
Company Ltd.

SWANSEA ————— **Near Toronto**

MANUFACTURERS OF

BOLTS, NUTS

Bicycle and Other Forgings

CORRESPONDENCE PROMPTLY ATTENDED TO

The **GUELPH NORWAY IRON
AND STEEL COMPANY Limited**

Manufacturers of High Grade —————

Charcoal Iron

SPECIALTIES: Refined, Horseshoe,
Norway

True to Gauge, Uniform Quality.

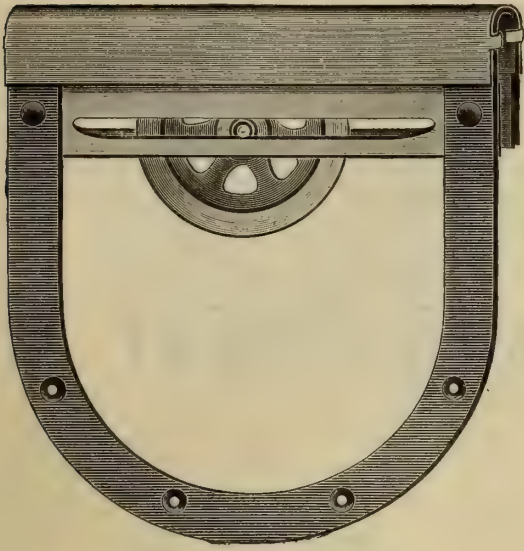
IN Bars and Billets

HAS NO EQUAL

Rolling Mills —————

GUELPH, ONT.

The PERFECT Anti-Friction Barn Door Hangers



AN ALL STEEL HANGER—the wheel excepted, which is best quality grey iron. The axle is loose in the wheel; when it reaches end of slotted runway, it locks. This arrangement prevents cutting of the axle and wear at the ends of the slot in the rider bars.

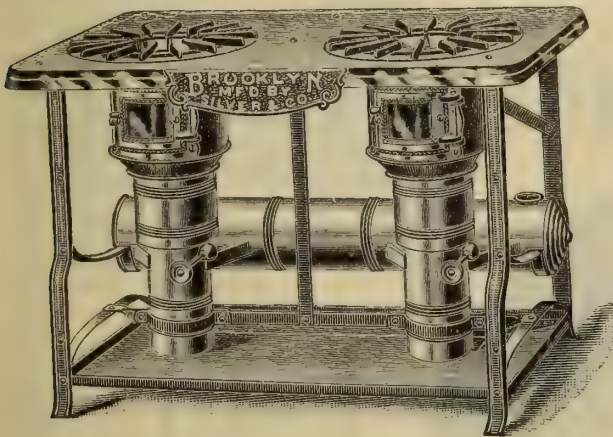
Best japan finish.

Made in three sizes, Nos. 1, 1½, 2.

MANUFACTURED BY . . .

A. R. WOODYATT & CO.

GUELPH, - CANADA



OIL RANGES

E. T. Wright & Co.

Manufacturers of . . .
Pieced and Stamped

HAMILTON, ONT.

TINWARE, BIRD CAGES, FLY
AND MOUSE TRAPS

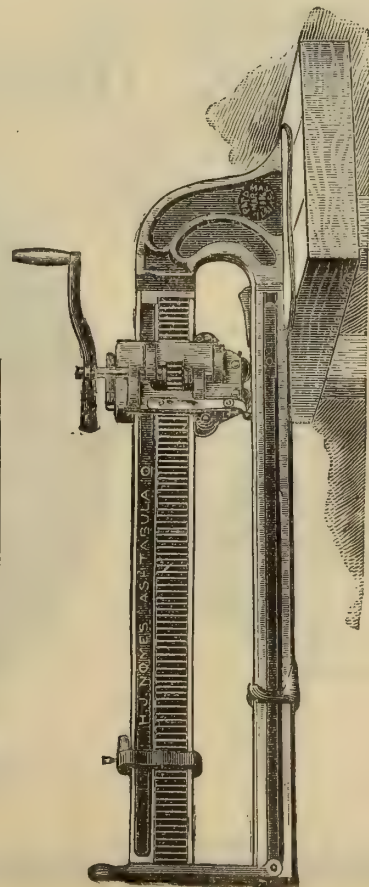
Lanterns, etc.

ASK FOR OUR CATALOGUE.

Noyes' Sheet Metal Groover

THE BEST ON EARTH.

Grooves and rolls down at one operation.



E. T. WRIGHT & CO.

Hamilton, Ont.

Sole Agents for Canada.

THE BEST **SOLID-BACK SCRUBBER**

THE 79 IMPROVED



PATENT APPLIED FOR

Buy no others. Your customers will want them

THE PATENT WIRE-BOUND BROOM

GREAT NUMBERS SOLD



Brushes of all Styles

In Whisks we Lead

See Our New Fancy Lines

The **Berlin Brush Co'y**

BERLIN, ONT.

THOROLD CEMENT

Sometimes called

WATER LIME

IS THE BEST AND CHEAPEST.

Hardware Merchants

Should keep it in stock.

For all kinds of mason work. For work in moist or wet places. The best **CEMENT** for Bridges, Cellars, Cisterns, Foundations, Sewers, Concrete, Mill Dams, Bank Barns.

We manufacture the

THOROLD CEMENT

Endorsed and used by the leading Architects, Engineers, Builders and Contractors. Low in price ; High in quality ; Always fresh ; Always reliable.

Estate of John Battle,

THOROLD,
ONT.

WRITE US FOR PRICES.

The Woodyatt Lawn Mower

RUNS SO EASY
A CHILD
CAN USE IT

THE
NEW
WOMAN

DESIGN SO SIMPLE
A BOY
CAN ATTEND TO IT

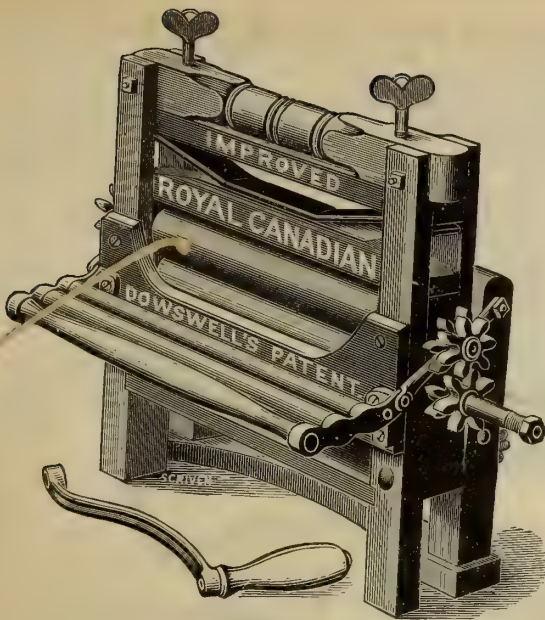


PRICE SO LOW
A YOUTH
CAN BUY IT

WILL
HAVE
IT

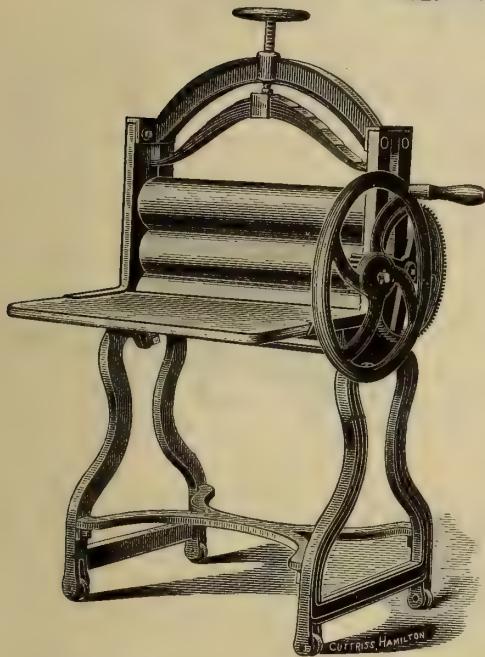
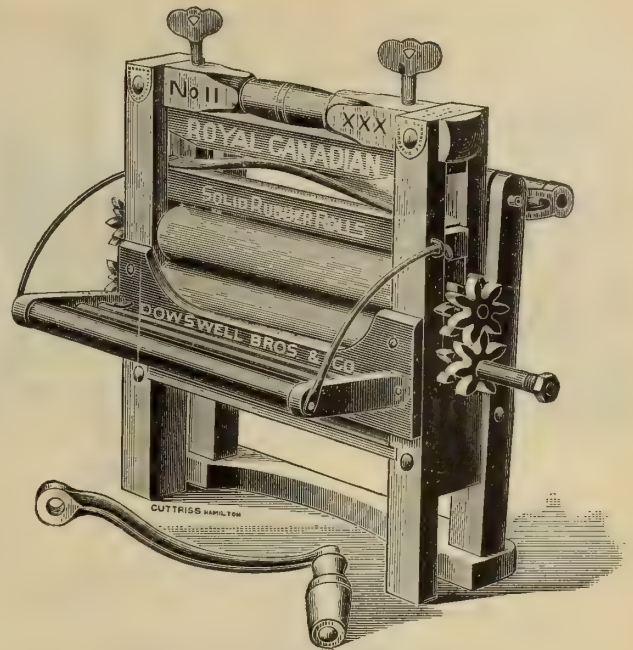
QUALITY SO HIGH
A MAN
CAN APPRECIATE IT

.. CAN'T BE BEAT ..

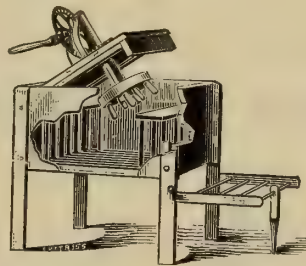


We are still in the **Ring-er** trade.

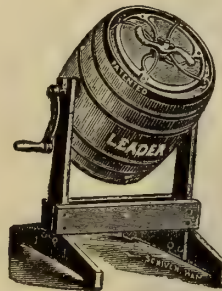
Although prices are badly **Mangled** and profits are about **washed** out, you will still find a little cream in our **Churn**, and in buying any of our **Truck** you will get **Reel** value.



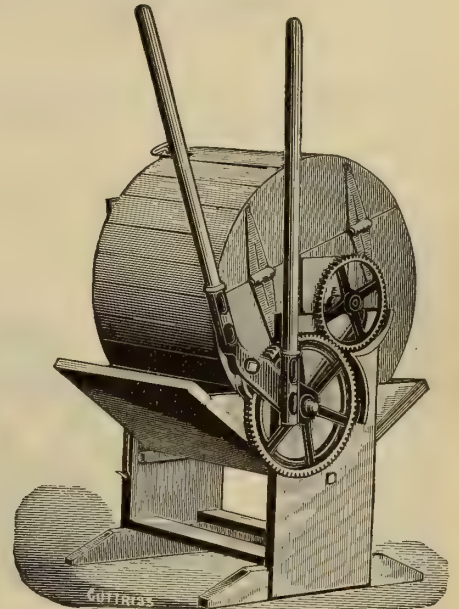
QUEEN MANGLE---THREE ROLLS



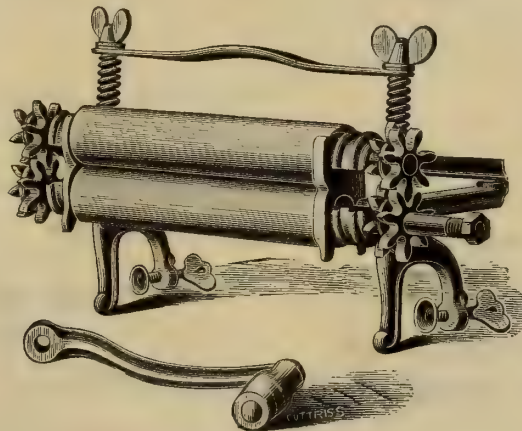
LEADER WASHER



LEADER CHURN



MANITOBA WASHER



NEW EUREKA



DOWSWELL WASHER

We manufacture
WRINGERS
WASHERS
CHURNS
MANGLES
TRUCKS
HOSE REELS
ETC., ETC.

We aim to manufacture first-class goods only.

Write for prices to

DOWSWELL BROS. & CO., HAMILTON

W. L. HALDIMAND & SON

Eastern Agents, MONTREAL

Connor's Improved Washing Machine

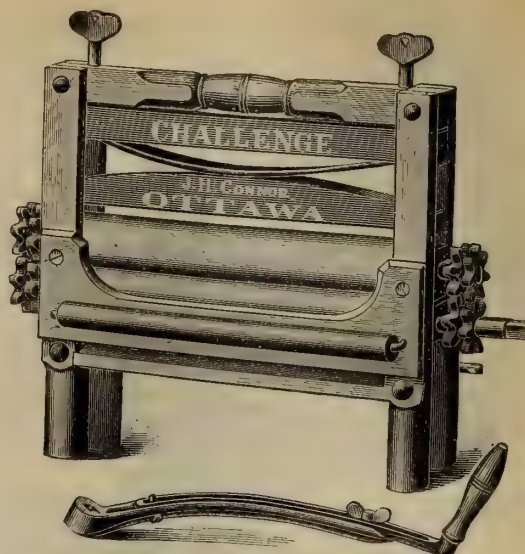


OLDEST—NEWEST

Not that I was FIRST am I BEST,
But that I am BEST am I FIRST.

FIRST AND BEST

Prices are lower than could be expected
for the value given



"Challenge" Wringer

We want to sell to the man who has the independence to stock the **best thing of its class**. Every roll in the "Challenge" is of the highest grade rubber made, and is stamped "Challenge Special." Guaranteed for three years; will last 15 to 20 years.



Folded



In Use

Latest, Strongest and Completest Tub and Wringer Stand made. **SELLS AT SIGHT.**

DO YOU SELL THEM?
IF NOT, WHY NOT?

THIS IS THE BARROW YOU CAN SELL



your customers
and have

NO FEARS, FOR THEY SUIT

WRITE NOW - - - NEW PRICE LIST

**WASHING MACHINES
CLOTHES WRINGERS**

WAGON JACKS, ETC.

**TUB STANDS
WHEELBARROWS**

J. H. CONNOR = OTTAWA



Hardware and Metal

VOL. VIII.

MONTREAL AND TORONTO, APRIL 25, 1896.

No. 17.

DROPS FROM THE EDITOR'S PEN.

A merchant must push for business and pull to keep it.

The dead beat was born of Roguery and cradled by Careless Credit.

Practicability is the gauge which tests the value of theories and ideas.

Understanding of customers is essential to understanding how to sell.

Common sense is all that business men require: Superior sense is often nonsense.

Difference of opinion may break up an association of fools, but of wise men, never.

The wise man keeps his eyes open for ideas, not for the idiosyncrasies of competitors.

A hardwareman should not rule his store with a rod of iron even if he is in the iron trade.

Blind to their own interests are employes who look not after the interests of their employers.

It is a peculiarity of slow-going merchants that the slower trade gets the further they get behind it.

The sunshine of spring stirs the elements of business into action as well as the family of microbes.

Business consistency requires no costly setting either to enhance its beauty or keep it from being lost.

Economy prevents leakage in the store; penuriousness prevents customers from coming into the store.

Advertising bringeth the goods from the store, just as the sunshine coaxes the bear from its winter's sleep.

Every hardware store should be well equipped with edge tools; but no tool should be sharp enough to cut prices.

The persistent man with a purpose keeps his eye on the goal of his ambition, no matter how the winds may buffet him. Ob-

stacles only impede his progress. They do not turn him from his purpose.

The proper place for a poker is, of course, in the hardware store. It is, however, anything but the proper place for poker.

Unappreciative and all as customers may sometimes appear to be, yet honest values ensure reward in this world as well as in the next.

When the current of trade flows slowly, merchants ought to pull a little harder. No one has ever reached Point Success by merely drifting.

Business is a good companion for the day; but it is a bad bed-fellow. Keep business out of your bed if you desire to live long and die happy.

In order to win success in business it is not necessary that the merchant should pull ahead of Time: the thing imperative is to keep stroke with Time.

Have an aim in life, and keep shooting away at it. The more shooting the more practice, and some day you will hit the bull's eye and win the prize.

Friction in the hardware store between employer and employe may not explode the powder magazine, but it is likely to blow business out of the door.

Common sense is more frequently found in commonplace business men than in professional men with initials affixed as well as prefixed to their surname.

The moment a man conceives the idea that he is indispensable to the position he fills, that moment has he begun to unfit himself for the position which he is in.

Thought and action are not twins, but thought without action dies of inertia and action without thought is like a leaf blown hither and thither by autumnal winds.

If the commercial traveler were the bundle of bluster, brag and conceit that some people imagine him to be, his place in the commercial world would not be where it is to-day.

PROCESS OF MAKING WHITE LEAD.

BY W. H. EVANS.



At ancient times the use of lead was very generally known. The Romans used it largely, as it is still used, for the making of water pipes. Of the various plumbiferous minerals, galena, a composition of lead and sulphur, is, strictly speaking, the only lead ore in general use.

Galena, then, the principal lead ore of the world, is a dark-colored, metallic-looking, compact solid mass, and is widely diffused throughout the earth's crust. There are numerous and valuable deposits in Canada. Some of them have been mined in a desultory way, but the cheapness of the imported article, both in the well-known form of pig and bar lead, and in casks of dry powder for paint purposes, has hitherto precluded profitable working.

Indeed, the low price of lead existing to-day has closed many mines, and the writer very recently drove past numerous workings on the Welsh hills and the picturesque Isle of Man (Hall Caine's country), which were abandoned as not being profitable to work. The principal lead mines in the British Isles are in Derbyshire, but there are also mines in Northumberland, Durham, parts of Yorkshire and in Cornwall. Scotland, too, has its share in Dumfries, Lanark and Argyle. Ireland boasts of some good deposits in the south and west. The continental mines are numerous, the principal ones being in Saxony and the Harz, Germany, but the southern provinces of Spain ship the largest quantities to Great Britain.

In the country to the south of us the deposits of galena are very numerous. Leadville, as it will be readily inferred, takes its name from the rich mines worked there in conjunction with silver. The lead ore in this vicinity contains 24 to 42 per cent. of lead and .01 to 2 per cent. of silver.

After being smelted and refined by very simple operations the lead is ready to be turned into carbonate of lead, or the dry white lead of commerce, with the form of which we are all familiar. Dry white lead is very extensively used as a white paint, and also forms the body or base for other colors used in painting.

The method called "corrosion" is still made largely by the old Dutch process. It consists in treating the metallic refined lead cast in molds in the form of stars, buckles or gratings, in such a way as to facilitate the absorption of carbonic acid. These "stars" of lead are placed in earthenware pots, shaped somewhat like large flower pots, containing weak acetic acid (vinegar), are built up in tiers in the form of stacks, and surrounded with spent tanbark and manure. The heat given out from the latter substance volatilizes the acid which, with the air, oxidises the lead. The acetic acid changes the oxide into the acetate of lead, and this is in turn converted into the carbonate by the carbonic acid given off from the hot bed.

It takes about eight weeks for nature to quietly effect this chemical change. There are several less tedious processes, but so far they have not been a pronounced success. To return, if the "stack" is now inspected it will be found that the "blue" pig lead has been converted into beautiful white crusts of lead which are readily broken up, ground with water to wash away all

foreign matter, and then allowed to settle and dry in small conical form, and is known as pure dry white lead, ready for grinding with the addition of oil into paint.

Amongst the largest shippers to Canada from Great Britain of dry white lead are: Alexander Fergusson & Co., of Glasgow, and Foster, Blackett & Wilson, of Newcastle-on-Tyne. These firms are old established, and have very extensive works, which are well worth a visit. German white lead of reputed makes are also imported into Canada, and a limited quantity is brought in from the United States.

LIBERAL BUSINESS-PAPER SPACE.

BY NATHANIEL C. FOWLER, JR.

THE way you say a thing is as important as what you say. You'll waste your milk if you try to put a gallon into a quart measure.

You'll waste the good of advertising if you over-fill your space, or don't use space enough.

If advertising is any good, and all good business men say it is, the good of it is in a good deal of it.

Half the business-paper advertisements occupy half enough space.

The successful advertiser has something to say, says it well, and serves it well.

You must make people read your advertisements. That's your part of the business.

If you don't use space enough for folks to see that you're advertising, you might just as well not advertise.

I don't own any trade paper. It doesn't make any difference to me whether you use much space or little space. I am only telling you what experience has proven to be the correct method of publicity.

When advertising pays, it is made to pay.

Nothing will do anything unless made to do it.

The law of averages is safer to follow than the rule of exceptions. What you think individually may not be right. What the majority think stands some chance of being correct.

The fact that nearly all successful advertisers use plenty of space indicates that plenty of space pays proportionately better than not enough space.

It's pretty hard to sell a dollar's worth of goods by using a cent's worth of telling space.

I am of the opinion that nearly every advertiser of small space will make his advertising pay more than twice as well by doubling his space.

Experience says so, and experience doesn't lie.

Treat your advertising space as you do the sign on your building. Have it large enough for folks to know you're there.

Perhaps it will not pay you to use a full page, although the full page advertisers are the most prosperous.

I don't think less than a quarter of a page is worth more than quarter as much proportionately.

Too much of a good thing isn't profitable, that is, if too much of a good thing is possible, but there's no business sense of having too little of a good thing.

When you economize, it isn't good business to tell everybody about it. Appearance of success means success.

When you cut your advertising space, you tell outsiders that something is the matter with the inside of your business.

Liberal advertising space is a sign of prosperity.



THE REWARD OF DOING THINGS WELL.

A SKETCH FROM REAL LIFE.

ARTHUR believed that what was worth doing was worth doing well. He had just left school and had entered a large factory in Toronto. His work was dusty, but he determined that there should be no dust in him, and that where dust had no right to be, there it should not remain. His work was in the factory proper, but occasionally he took his turn with other boys in dusting the private office of the head of the firm. On the manager's desk were usually piled a number of books and papers. Most of the boys, instead of lifting the papers and dusting under them, were satisfied with merely dusting around them. The chief was an observing man, and noted the various methods employed.

Some months after Arthur had entered the employ of the factory there was a vacancy for a boy in the business office.

"Can you write, my boy?" asked the chief, as Arthur was one day dusting his desk.

"Yes, sir," he modestly replied.

"Sit down here and let me see what you can do."

He sat down and wrote a sentence which had been given him to copy. When at school he made the best use of his opportunities, and when he arose he handed his employer a sheet of paper on which a good, clear, bold handwriting was shown.

"That is not bad for a boy his age, is it?" remarked the employer, as he handed the specimen of Arthur's handwriting to a fellow business man who had entered.

"No, it is not."

"How would you like, my boy, to work in the office?" said the employer, turning to Arthur.

"Very well, I think, sir," he modestly replied.

"Well, start next Monday."

Arthur thanked him, and on Monday began his duties in the office.

In the office Arthur exhibited the same regard for the details as he had in dusting his master's desk. In about a year he was relieved of the drudgery of the office boy's work and became known as one of the clerks. With his higher position came a little better salary. By dint of careful economy he managed to save enough to buy a life membership in the chief business college in the city. And there night after night for many months he would be found concentrating his energies on the mysteries of the science of bookkeeping. How well he succeeded may be gathered from the fact that a few years later we find him assistant bookkeeper of the firm.

I am firmly grounded in the opinion that the marketable value of an industrious and able man will ultimately be recognized. Soon Arthur's ability began to be recognized by business men outside the firm with which he was employed. And one

day an offer of the accountantship of a large concern was offered him. He was ambitious as well as industrious, and as the salary, as well as the position, was better than that received and occupied by him, he decided to accept. Before, however, writing his letter of acceptance he decided to tell his employer of what he proposed doing.

"What, you going to leave me!" ejaculated his employer, as he leaned back in his chair. "Why, I thought you would be the last man in my employ to leave me. Why are you leaving?"

Arthur explained in a few words, and furthermore ventured that he did not see any prospect of further advancement in his present employment.

"If other people can buy you I can. How much do you want?"

"O, sir, I wouldn't mention any sum. I did not come in to see you for that."

"Well, how will so-and-so do?" said the employer, naming a sum about \$200 in excess of Arthur's then salary. "And I promise you this: the first vacancy that occurs which would be an advancement for you to fill it you shall get it."

Arthur decided to remain with his old employer.

A year or two later a vacancy did occur. It was the head bookkeepership. Arthur was promoted to it. And with powers larger than those accorded the previous occupant. Since then these powers have been still further enlarged. And Arthur now does not only all the financing for the firm, whose business covers the Dominion, and whose factory gives employment all the year round to a couple of hundred hands, but he has charge as well of all his employers' private investments, which are many.

Arthur's salary is to-day one of the largest received by any accountant in Toronto. And the first cause of it all was that he dusted his employer's desk "so carefully."

HAD TO ACKNOWLEDGE HIS ERROR.

If there is one thing more than another that characterizes a bank clerk it is his refusal to acknowledge an error. A friend of mine recently had occasion to withdraw one hundred dollars from one of the banks in Toronto. As he counted the money he remarked to the paying teller:

"You have made a mistake."

"No, I have not," remarked the teller, with a lofty air. He was, by the way, well and unpopularly known for his imperiousness.

"But you have."

"But I haven't."

"All right, just as you say," continued my friend, as he proceeded to put the money in his pocket; "all I know is that I have got one hundred ten dollar bills."

"Blankty, blank," said the teller as he scratched his head and blushed a deep crimson. Then he discarded his imperial air and became like unto an ordinary subject: "I must apologise; allow me to thank you; I don't know how I came to make the mistake."

That paying teller is no longer imperious in his bearing toward my friend, whatever he may be towards other people.

THE GREAT COAL FIELDS OF CANADA.

BY W. L. EDMONDS.



A COAL-BLACK PRODUCT.

FEW countries have been as blessed in vastness, variety and richness of natural resources as Canada; and none more so. In her forests is wealth incalculable, and among her 121 species are trees the timber from which is marketable in all quarters of the globe; in her soil are the elements which produce farm and garden staples which for quality cannot be surpassed; in her orchards are fruits which rank the first

in the world; and buried beneath her soil are minerals which for variety and wealth no country is her peer.

A writer in the United States has declared regarding Canada: "To particularize the undeveloped wealth of this northern land would require volumes." Briefly, she has, according to the classification of the Geological Survey: (1) Metals and their ores; (2) minerals used in certain manufactures; (3) minerals used in agriculture; (4) minerals used as pigments; (5) combustible and carbonaceous minerals; (6) refractory metals; (7) minerals applicable to building; (8) minerals for grinding and polishing; (9) minerals applicable to the fine arts and jewelry; (10) minerals applicable to miscellaneous purposes.

The object of this article is to deal particularly with one of Canada's minerals—coal—which, in point of value, is our most important mineral.

In these days of marked scientific development one dare not say what the future may bring forth in the matter of fuel. But until such day arrives that heat for domestic and manufacturing purposes can be produced without the use of coal, Canadians will not need to set small value on their coal fields.

As in many other things, so in coal, Nature has been good to Canada. Not only has she blessed the Dominion with enormous fields of coal, but she has blessed her with well distributed fields of this useful mineral. Fringing the shores of the Atlantic on one side, and those of the Pacific on the other are supplies inexhaustible, while that vast and rich country included in Manitoba and the Northwest Territories is fairly under-laid with coal beds.

COAL AREA OF CANADA.

The total coal area of Canada, not including areas known but not developed in the far north, is estimated at 97,200 square miles. This area comprises what is known as (1) the coal fields of Nova Scotia and New Brunswick; (2) of the Northwest Territories; (3) of the Rocky Mountains; (4) of British Columbia. From New Brunswick westward until Manitoba is reached there are no coal measures or strata.

The coal deposits of Nova Scotia and New Brunswick are all bituminous. Those in Manitoba are lignite. In the Northwest Territories the areas are both bituminous and lignite. The Rockies boast of both bituminous and anthracite, and the two varieties are found in British Columbia. The anthracite deposits of the latter province are in Queen Charlotte Island, and while, like that in the Rockies, producing an excellent quality of coal, have only been worked with indifferent success. It is possible that anthracite coal is to be found on Long Island,

Hudson's Bay. Dr. Bell, who accompanied the Gordon Hudson's Bay expedition in 1885, in his report on the geology of Hudson's Bay and Strait, says:

When on the east coast of Hudson's Bay, I was presented with a number of small specimens of a very fine variety of anthracite, said to occur on Long Island, about four miles from its southern extremity. Judging from its appearance and from the very small percentage of ash which it contains, it has probably resulted from the alteration of a mineral like Albertite. It has a bright lustre and a highly conchoidal fracture. Mr Hoffman found it to contain fixed carbon 94.91, volatile and combustible matter 1.29, water 3.45, ash 0.35, in 100 points.

Anthracite coal, we are told by the chemist, is derived from bituminous coal which has been subjected in the earth to heat and pressure under conditions favorable to the expulsion of some of the more volatile constituents of the original bituminous coal. Anthracite coal contains from 3 to 10 per cent. of volatile matter, and bituminous coal from 30 to 50 per cent. Lignite coal is partially carbonized vegetable matter and is intermediate between coal and peat.

NOVA SCOTIA THE CHIEF PRODUCER.

No matter what it may be in the future, Nova Scotia is, and always has been, the chief coal-producing province of the Dominion. The production last year was 2,352,754 short tons, against 2,464,285 tons in 1894. The output in the latter year was over 152 per cent. larger than in 1874, twenty years previously, when the quantity raised was 977,444 tons. The million ton mark was touched in 1880, when the production of the province aggregated 1,156,635 tons, and ten years later the two million ton mark was reached, the output in 1889 being 2,222,081 tons.

What are known as the coal basins of Nova Scotia are Cape Breton, Pictou and Cumberland, although there are other counties in the province which yield coal. The total available coal of the Cape Breton area is estimated at 800,000,000 tons; that of Pictou at 250,000,000 tons, while the Cumberland basin includes 300 square miles of coal.

It has been estimated that within three miles of the shore of Cape Breton, within a depth of 4,000 feet, the supplies of valuable submarine coal amount to 2,000,000,000 tons.

In 1894 the Cumberland mines raised 608,999 tons, Pictou 510,710, Cape Breton 1,327,687, and other counties 16,866 tons.

The royalties paid by the Nova Scotia mines in 1895 aggregated \$214,647.76, compared with \$209,330.52 in 1894, an increase of \$5,317.24.

WHEN THE COAL TRADE WAS "BLACK."

There was a time when the Nova Scotia mines were much less profitable than they are now, partly, at least, on account of the waste entailed. For instance, Sir William Dawson in 1875, in writing on the subject of "The Iron and Coal of Nova Scotia," pointed out that "large quantities of coal, well fitted for the manufacture of coke, have been dumped into railway lines embankments, or burned to get rid of, because the only available market at present is a foreign one, to which only the larger lump coals can be sent. The collieries are thus comparatively unproductive to their proprietors." With a better home market and more modern methods the conditions are becoming more favorable.

The creation of the Dominion Coal Co., Ltd., has done much to stimulate the coal-mining industry of Nova Scotia.

Immense deposits of coal have been recently discovered in the Crow's Nest Pass, where the C.P.R. will go through when it makes direct connections with the Kootenay mining country. Prof. Hoffman, the Canadian Government surveyor, declares that the coal found in the Crow's Nest Pass is equal to the best coal of a similar kind in Pennsylvania. The area of the coal

fields exceeds 250,000 acres. The lowest known seam is thirty feet in thickness and anthracite in character. The next seam is one hundred feet above this, thirty feet wide and bituminous in character. Then at different distances, one above the other, are various seams running from five to thirty feet in thickness, some being bituminous, others anthracite, and still others cannel coal. Taking seam upon seam, there is a depth of coal to the extent of 148 feet. The coal deposits in the Crow's Nest Pass promise to be of great value to the Kooteney country. At present the coke which is needed for the smelters there costs \$14 per ton. When the railway is running through the pass it is expected that coke can be laid down at the smelters for \$6 per ton, a decrease of over 57 per cent.

Considered from point of area, the coal fields of the Northwest Territories are the largest in the Dominion, reaching all the way from the United States boundary line to the mouth of the Mackenzie River. Ordinarily, the Government returns do not give the area as extending further north than the Peace River, but my authority for saying that it extends to the mouth of the Mackenzie basin is Dr. Bell, of the Geological Survey. Little, however, appears to be known of the areas beyond the Peace River. From the boundary line to the latter river is a distance of 500 miles, and the area of coal which runs that distance is on an average 100 miles in width, according to no less an authority than Dr. George M. Dawson, giving a total area of 50,000 square miles. "It is not intended to affirm," says that eminent authority, "that the whole of this area is continuously underlain by coal, but outcrops of coal are so general throughout it that taken in connection with the character and regularity of the strata, it may be safely stated that it is, throughout, a coal field. An additional area stretching eastward, as far as the Souris River and Turtle Mountains, yielding lignite only, but this often of very good quality, and well-fitted for local uses, may be roughly estimated at 15,000 square miles." This makes a total of 65,000 square miles in the Northwest Territories, and the quantity of coal known to underlie some portions of this area runs from 4,500,000 to 9,000,000 tons per square mile.

COAL PRODUCTION IN THE TERRITORIES.

It may be some time before the coal production of the Territories will equal that of Nova Scotia to-day, or even of British Columbia, but it seems to me, judging from present conditions, that it is to that part of the Dominion that we may look for the largest percentage of increase during the next few years: It is in that part of the country that we naturally expect to see the increase of population, and as there is so little wood there coal must be the staple fuel, while with the development of the anthracite mines in the Rockies it is expected an export trade in it to the United States will follow, the quality of this coal being excellent and the geographical conditions favorable.

The Deputy Minister of the Interior Department, in his annual report for 1895, laid upon the table of the House a few weeks ago, says: "Coal mining continues to be carried on in the Northwest Territories with much energy, especially at Anthracite and Canmore, and the output at the Lethbridge colliery was quite up to last year's figures. A considerable quantity was also mined at Edmonton, in Alberta, and in the Souris district in Assiniboia."

The Dominion Government has been showing some magnanimity towards the settlers living near the coal fields of the Northwest. It appears that some of the settlers who were not as a rule in a position to purchase coal lands in accordance with

the provisions of the regulations, and who were some distance from the mines that were being worked, had been taking coal from the Dominion lands without "asking your leave." To quote the report of the Deputy Minister of the Department of the Interior: "It was considered that it would be a hardship for the settlers if action was taken against them in the only way provided for by law, especially as many of them were willing to pay dues, and that some regulations should be adopted whereby they might obtain permission to mine coal on Dominion lands." Accordingly, in November last an Order-in-Council was passed authorising the issue of permits to mine for domestic purposes. The order in question provides that the permits issued shall be for one year, and that the royalty for anthracite shall be 20c. per ton, for bituminous 15c. per ton, and for lignite coal 10c. per ton.

Considerable quantities of coal, according to the report of the Superintendent of Mines, were brought into Calgary last winter from the Edmonton mines. The quality was superior to that shipped the previous year, and sold at a lower rate per ton than any other coal. The Paterson mine at Fish Creek is being worked by an experienced miner, and the coal is sold at the mine at \$1.65 per ton. This, with the Sheep Creek and Knee Hill mines, supplies the largest part of the ranching population contiguous to Calgary with winter fuel. Calgary also received probably 30 per cent. of its consumption from these sources. Wood is now getting scarce throughout the more thickly populated ranching districts, and these mines, owing to their central location, solve what might have been a serious problem. Southern Alberta's fuel supply is obtained from Lethbridge, coal seams on the St. Mary's, in the neighborhood of Pot Hole Creek, seams in the Milk River ridge, others in the Watertown River valley, on and near Pincher Creek; and on the South, Middle and North Forks of the Old Man's River.

The output of coal in the Northwest Territories in 1894 was 250,000 tons. I have been unable to learn what it was last year. Of the total amount in 1894, about 65,000 tons were anthracite. Since 1887 the production of coal in the Northwest Territories has increased over 251 per cent. The total output of coal in the Northwest Territories for the eight years ending 1894 was 1,174,694 tons.

THE COAL AREA OF MANITOBA.

The coal area of Manitoba is estimated at 15,000 square miles, and is composed wholly of the lignite variety. The production of coal in Manitoba is on a small scale, as far as I have been able to ascertain, being only 18,000 tons in 1894. Coal mining operations in Manitoba are at a standstill during the summer, as the lignite during that season slacks like lime on exposure to the air. In consequence of this it is mined during the fall. Lignite during the past season has sold at \$1.50 per ton at the mines. It is used for domestic purposes only, not being suitable for locomotive fuel. Most of the stove manufacturers whose trade extends to that part of the country are now making stove grates especially designed for the use of lignite coal, and consequently we may expect to see an increased consumption of the local coal in Manitoba for domestic purposes. Manitoba, of course, draws upon the Northwest Territories and the United States for the greater portion of its supply of coal, as the following statement of the coal sales in the province for the first ten months of 1895 show:

	Tons.
American Anthracite.....	17,700
Canadian Anthracite.....	11,000
American bituminous.....	700
Canadian soft coal (Lethbridge).....	4,500
Canadian soft coal (Souris).....	10,300

The history of coal mining in Canada dates back to 1785

ONTARIO GLOVE WORKS

... BROCKVILLE ...

Harvest Mitts. Extra Quality.

Chamois Skins

Gloves

Perfect fit and equal to any imported article.

Ladies' and Gent's **Mochas**, a specialty
Ladies' 6 button—extra fine.
Gent's Driving.
Gent's Seamless Lined.
Ladies' and Gent's Unlined.
Inseam, Outseam, Overstitch and
Pique makes.

The Celebrated Chester and Worker's Suspender

This Elastic Cord Stretches more than an Elastic Web Suspender, and all the Stretch is in the **RIGHT PLACE**.

Notice the **GRADUATED** Cord. No other Brace has it. The only Cord that is durable when used in this way.

THE NEW

25ct. SUSPENDER

Most comfortable and easy on buttons

"THE WORKER'S"

MOST SERVICEABLE

No Rubber in this web to rot and cause perspiration



NO STIFF METAL
BACK AND
NO BUNCH TO WEAR
SHIRT AND BE
UNCOMFORTABLE

To cast off
Unhook the cord

This Buckle cannot slip.
Is perfectly smooth and flat.
No hinge or lever to break.
No iron to rust.

This cord slides to equalize
the strain on the button

This is the only Cheap Suspender that Does Not Lose its Stretch with Wear

... MADE ONLY BY ...

JAS. HALL & CO., Brockville, Ont.

when "black diamonds" began to be dug out of the Cape Breton measures. "Indeed," as a writer in Picturesque Canada puts it, "Boston Puritans were wont to warm themselves and boil their tea-kettles by means of Sydney coal long before the tea chests were emptied into Boston harbor." Coal mining began in Pictou County, N.S., in 1827, and in British Columbia in the "earlier fifties," when the Hudson Bay Co. got out some coal in the Fort Rupert district.

En passant, it may be interesting to note that the first notice of the use of coal in England is found in The Saxon Chronicle, A.D. 852. The Romans are believed to have used coal while they occupied Britain, and as far back as the Anglo-Saxon kings coal was extracted from its bed in the Welsh hills. According to a work before me on the technical history of commerce the revival of mining was one of the industrial compensations conferred upon Britain for its conquest by the Normans, who rigorously carried on the mining of metals. It was not, however, until 1238 that the first collieries were established on the high grounds in the neighborhood of Newcastle. In 1239 we have the earliest public recognition of coal as an article of commerce; and from the charter of Henry III. to the freemen of Newcastle, Britain dates the foundation of its coal trade. In 1273 the use of coal in London was forbidden by royal proclamation. It was not till the fourteenth and fifteenth centuries that coal mining in Britain became general.

CONSUMPTION OF COAL IN ONTARIO.

I have made some effort, although, I must confess, not very extended, to ascertain when coal began to be used to any extent as fuel in Ontario. An old friend of mine, whose memory carries him back more than half a century, is of opinion it was about 1854 to 1856. He remembers distinctly when the blacksmiths in the rural districts began to substitute coal for charcoal in their forges. The coal they first used was from Wales, and came by way of the St. Lawrence. The American coal was unsuitable at that time for their work on account of the large percentage of sulphur it contained. "I can well remember," he remarked, "when the consumption of coal for domestic purposes became general in Toronto. To us country people the smoke from the coal fires as we came into the city wintry mornings had a peculiar smell. It was not as agreeable, I can tell you, as the smoke which arose from our wood fires." I have in my mind villages, some abutting on the railways, that ten years ago burned scarcely any coal, wood being the staple fuel.

OBSTACLES TO COAL DEVELOPMENT.

Canada has had no royal edicts to prohibit the use of coal; but there have been obstacles many which have stood in the way of the development of the coal industry. Want of capital

and hostile tariffs have been the chief obstacles. Neither of these are as formidable as they were, but both are still in evidence. In Nova Scotia, in the days when it was more isolated from the rest of Canada than it is to-day, that province was practically dependent upon the United States for a market for its coal. Under the reciprocity treaty of 1854 to 1856 Nova Scotia coal was admitted free into the United States, with the result that a large proportion of the output was sent there. In 1867 to 1871 a duty of \$1.25 per ton was imposed by the United States, with the natural result that Nova Scotia's coal exports to that country declined. In 1872, Congress knocked 50c. per ton off the duty, making the rate 75c. per ton. At this figure it remained till 1894, when, it will be remembered, the Wilson tariff reduced the duty to 40c. per ton. This rate still obtains.

A writer in 1885, in referring to the United States tariff changes and their influence upon the Canadian coal trade, made use of this expression: "The development of the coal fields in the United States, their railway facilities and rates are such that, even if the duty were removed, the trade would probably not return." This somewhat gloomy prediction has not been borne out by history, as may be gathered from data adduced later on.

THE FUTURE OF COAL PRODUCTION.

Measured by the coal area of the country, Canada's production of coal is of small proportion. But still we have no great reason to blush. And I believe the coal industry of Canada has reached a stage where we may look for a steady development in its production. The natural coal supply for the New England States is in Nova Scotia, and for the people in the Pacific States, British Columbia and the Rocky Mountains. It was these interests, in spite of the opposition of the Coal Barons, that secured the modification of the United States tariff on coal in 1894. The people of the particular parts of the United States in question want our coal because it is cheaper laid down at their doors. And in these days of small margin of profits, the cost of fuel in the manufacturing industries is an important factor. We may, therefore, look for strong opposition from the New Englanders and the people of the Pacific Coast to bear against any movement to raise the tariff that may develop.

It is timely to remark that there is a bill before the Massachusetts Legislature which contemplates the manufacture of cheap coke and gas from Nova Scotia coal. The promoter of the bill is H. M. Whitney, who, it will be remembered, is the chief capitalist interested in the Dominion Coal Co., of Nova Scotia. The scheme, according to a recent issue of The Boston Record, is a comprehensive one. The gas to be made by the proposed company will be delivered in receivers at a maximum price of 35 cents per thousand, or, if the company furnishes its own distributing system, at 50 cents. It is proposed to establish one or more coke plants along the sea coast, and to convey the gas in large mains along specified lines from the central points, affording it to the various towns on each side at these uniformly low rates.

PRODUCTION SINCE CONFEDERATION.

As I have already remarked, the production of coal in Canada is relatively insignificant compared with what might be done, but it is gratifying to observe that since Confederation there has been a steady, and, as a rule, uniform, increase in the production of coal in the country. Taking five-year periods from 1867



"WATCH NOW AND SEE WHAT HE'S GWIN' TO DO."

The Smokeless Powder Co. Ltd.



View of the Company's Works at Barwick, Herts.

REPORT OF POWDER TRIALS

By Messrs. Eley Brothers and "Rod and Gun."

Summary of Results Obtained with all the Powders Tested, both Nitro and Black.

POWDER.	Average chrono- graph velocity at 40 metres -43 yards.	Average chrono- graph velocity at 20 metres -21½ yards	Average pres- sure at 8½ inches from breach.	Average pres- sure at 1 inch from breach.	Pattern in 30 inch circle at 40 yards.	Pads penetrated (Eley's special).
	Feet Secs.	Feet Secs.	Tons.	Tons.		
Curtis & Harvey's No. 4 T.S. Black	851.94	1010.61	.62	2.16	205	24
Curtis & Harvey's No. 2 Diamond Grain Black ..	844.01	1040.91	.67	2.74	191	30
Hall & Sons 'Field B' Black Mixed Grain, 4 and 6.....	775.38	1002.47	.62	1.09	213	22
"S.S."	872.72	1012.68	.60	2.17	233	30.6
Walsrode	854.12	1009.69	.55	1.87	226	30
Schultze	827.95	1068.47	.77	1.51	233	29
Amberite	815.85	1030.11	.62	2.63	217	26.5
Ballistite	803.27	1009.52	.50	2.74	225	28.8
E.C.	802.72	987.98	.60	1.92	209	26.9
Cannonite	794.24	984.04	.60	1.00	215	26

The above shows **"S.S."** to be "far and away the best."

R. A. McCready Co. Ltd.

Agents

TORONTO.

Lewis Bros. & Co.

General Agents for the Dominion

MONTREAL.

to 1892, and from thence each following year we find the production in Canada as follows :

	Tons.		Tons.
1867	631,319	1892	3,292,547
1872	1,038,349	1893	3,201,742
1877	1,020,875	1894	3,903,915
1882	1,845,548	1895	3,512,504
1887	2,368,890		

The decrease of 381,411 tons in 1895 is due to a smaller output in both Nova Scotia and British Columbia. In the latter province the decline was 294,873 tons, and in the former 118,509 a total of 413,382 tons. As the combined decrease of the two provinces exceeds that of the total for the country, it may be presumed that there was an increase in the production in the Northwest. The figures regarding British Columbia and Nova Scotia are gathered from the Departments of Mines of the respective provinces, and those regarding the Dominion from the Preliminary Statistical Table of the Mineral Production of Canada. When the final report of the Dominion is brought down the figures are likely to be more satisfactory than those in the preliminary report.

Although the production of coal in Canada fell off last year, it is gratifying to note that the exports do not tell the same tale. The increase was 114,569 tons, or 11.40 per cent. Nova Scotia exported 276,203 tons, compared with 240,954 tons in 1894, and British Columbia 793,965 tons, against 716,304 tons. The principal countries which took increased quantities of coal from us were British West Indies, Newfoundland, Spanish West Indies and the United States. British West Indies took 7,547 tons, an increase of nearly 100 per cent.; Newfoundland, 93,130 tons, an increase of 17.70 per cent.; Spanish West Indies, 6,692 tons, an increase of 51.29 per cent.; United States, 954,704 tons, an increase of 15.12 per cent. This is the largest quantity the United States ever took from us in one year. Great Britain was the chief country that took less from us, our exports there last year being 23,585 tons, against 29,917 in 1894. Argentine with 536 tons, Brazil with 1,365 tons, Holland with 570 tons, Norway and Sweden with 254 tons last year, did not figure at all in the returns of 1894. The total exports of the country during the last ten years were as follows :

	Tons.	Value.
1886	493,508	\$1,416,160
1887	527,004	1,522,272
1888	563,341	1,730,466
1889	645,515	2,232,151
1890	715,364	2,447,936
1891	833,684	2,916,465
1892	945,125	3,195,467
1893	908,232	3,114,558
1894	995,998	3,321,565
1895	1,110,567	3,578,195

Last year was a record breaker as well as the first year in which the exports touched the million-ton mark. The year after Confederation the exports of the country aggregated 265,335 tons, in 1878, ten years later, they were 340,127 tons. The exports last year were over 360 per cent. larger than in 1868, and over 123 per cent. larger than in 1886, ten years ago.

The imports of anthracite and bituminous coal every tenth year since Confederation, together with the last five years, were as follows.

Anthracite.		Bituminous.	
	Tons.		Tons.
1868	356,836	1868	
1878	406,971	1878	456,090
1888	2,137,304	1888	1,231,234
1891	1,399,067	1891	1,598,855
1892	1,479,106	1892	1,615,220
1893	1,500,550	1893	1,603,154
1894	1,530,522	1894	1,359,509
1895	1,404,342	1895	1,596,668

*No bituminous coal imported between 1868 and 1877.

For the first two years after Confederation coal came into Canada free of duty. Then for the next two years (1870-71) a duty obtained, but it was abrogated during the session of 1871, coal being re-placed on the free list. There is a bit of interesting history in connection with the action of Parliament in putting coal on the free list. Sir John Macdonald, the Premier, was in Washington negotiating the treaty subsequently known as the Washington Treaty. He was absent for some months, Sir George Cartier in the meantime being Acting Premier. One of the propositions made by the United States Commissioners was that in return for American fishermen being allowed to fish in Canadian waters, Canadian coal, lumber, fish and salt should be admitted free of duty in addition to Canadian fishermen being allowed access to the American waters. The Canadian Commissioners demanded that there should be a further compensation in the shape of money. While this point was being considered the Canadian Parliament placed coal, among other articles, on the free list, and then the American Commissioners withdrew their offer of reciprocity in coal and the other articles named. "I am as satisfied as I can be of anything which I did not see occur," said Sir John Macdonald, when moving the ratification of the treaty, "that the admission of Canadian coal and salt into the United States would have been placed in the treaty if it had not been for the action of this Legislature."

In 1878 Canada again placed coal on the dutiable list at the rate of 50 cents per ton. After nine years' experience, however, the duty was once more removed on anthracite coal, but allowed to remain as far as bituminous coal was concerned. The conditions then inaugurated obtain to-day.

ANTHRACITE MADE FREE.

The object of removing the duty on anthracite coal was to assist the developing of the iron industry of the country. Sir Charles Tupper, the then Minister of Finance, in asking the House to do this, remarked : "The moment that this is done we shall have blast furnaces at Cobourg, Weller's Bay and Kingston, at all events, served by anthracite coal, making that description of anthracite iron which is so highly valued by gentlemen connected with foundries." Nine years have passed since then, and there are still no blast furnaces at the points named. But Sir Charles meant well. The trouble with him was that, like most professional politicians, he was possessed of an overcharged imagination.

While Nova Scotia heads the list in regard to quantity of coal produced and in regard to supplying the home demand, British Columbia occupies the chief place as an exporter. As the home demand is comparatively small, there would be little hope of developing the coal mines of that province were there not a foreign outlet for their product. For the first four years



R. C. JAMIESON & CO.

Manufacturers of

**Varnishes and
Japans . .**

Importers of

**OILS
PAINTS
COLORS
GLUES
Etc.**

Office 17 ST. JOHN STREET.

Factory and Warehouse—23 to 29 ST. THOMAS ST.

MONTREAL

BAYLIS MANUFACTURING CO.

16 to 28 Nazareth Street

MONTREAL

VARNISHES

Japans

White Lead

Paints

Axle Grease, etc.

THOS. C. COLLINS

10 St. John St.

MONTREAL

Manufacturers' Agent

... REPRESENTING ...

American Axe and Tool Co.,
AXES AND SCYTHES.

Standard Mfg. Co.,
PORCELAIN ENAMELLED BATHS.

Chas. Ibbotson & Co.,
CUTLERY.

Victoria Wheel Works,
WHEELS AND CARRIAGE STOCK.

Skinner & Co.,
HAMES & SADDLERY HARDWARE.

Withington & Cooley Co.,
HAY AND MANURE FORKS.

S. T. Willett,
SHOVELS AND SPADES.

Marietta Hollow-ware Co.,
TINNED AND ENAMELLED WARE.

J. H. Still,
HANDLES AND HAY RAKES.

A. Monty,
CARPENTERS' PLANES.

OPEN FOR GOOD AGENCIES.

LEE, COWAN & BOWEN

Manufacturers of

**CARRIAGE,
WAGON AND
TRUCK SPRINGS**

1541-1551 NIAGARA STREET,

**All work oil tempered
and warranted . .**

BUFFALO, N. Y.

WILLIAM HILL

IMPORTER OF

**Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine.**

BRANDRAM BROS.' Genuine White Lead.

327 St. James Street, . . . MONTREAL

McDONALD & ALLEN . . .

KINGSTON, ONT.

Manufacturers of

KNOBS

**Porcelain, Mineral and Black Japanned, Nickel,
Silver and Bronze Plated, Real Bronze.**

J. H. HANSON . . .

422 St. Paul Street

Representing

MONTREAL

Wm. Buck, Stoves and Furnaces

The B. Greening Wire Co., Wire Goods
of every description.

E. T. Wright, Bird Cages and Lanterns

**The Ontario Silver Co. Sterling Victoria
And Nevada Silver Electro Plate and
Table Cutlery**

ALSO MANUFACTURER OF . . .

HIGH-CLASS REFRIGERATORS AND CLOSET SEATS

THE THOS. E. HOWARD CO.

446 and 448 St. James Street

MANUFACTURERS OF

MONTREAL

Curtain Pole Goods

100 Poles, Cherry and Walnut, $1\frac{1}{2} \times 5$ }
100 Sets Pole Trimmings, $1\frac{1}{2}$ in. }
1,000 Drapery Pins }

**For \$17.00
f.o.b. Montreal.**

CHARLES J. CHISHOLM

11 Hospital Street

MONTREAL

GENERAL AGENT AND IMPORTER OF

Iron, Steel, Metals, Linseed Oil, etc.

REPRESENTING IN CANADA:

JEVONS & CO., of Liverpool, - - Iron, Tinplate and General Metal Merchants.
BROWN, BAYLEY'S STEEL WORKS, Sheffield, Manufacturers of Bessemer and
Open Hearth Steels of all sorts, Axles, Tyres, etc.

DIXON & CORBITT and R. S. NEWALL & CO., Gateshead-on-Tyne, Manufac-
turers of all classes of Wire Ropes in Crucible, Patent and Bessemer Steels, and
Lang's Lay Make.

FRED'K SMITH & CO., Halifax, Eng., Manufacturers of all classes of High Grade
Wire, including Telegraph and Electrical Wire in Iron, Copper, etc., etc.

Also Agent for the sale of Portland Cement, Boiled and Raw Linseed Oil, Scrap
Iron, etc., etc. Import orders specially solicited. Write me.

ADAM HOPE & CO.

HAMILTON, ONT.

PIG IRON

Selling Agents for

**Correspondence
Solicited.**

**The Hamilton Iron and Steel
Company, Ltd.**

of Confederation British Columbia appears to have exported no coal, but in 1879 she overtook her sister province down by the Atlantic, and with one exception has kept ahead ever since. Although not as large as in the six years from 1869 to 1874 inclusive, the exports from Nova Scotia in 1895 were 62.35 per cent. higher than in 1875, twenty years before, and 37.36 per cent. larger than ten years ago, when it was feared the export trade would not be what it once was. The increase in the exports of British Columbia since 1872, the year that coal exports from that province first figured in the trade returns, is 2,866 per cent., the exports in 1872 being 26,761 tons and in 1895, 793,965 tons.

While the exports of Nova Scotia coal last year were larger than the previous year, the sales for home consumption were smaller. The report of the Provincial Department of Mines places the sales of Nova Scotia coal in the different provinces for the calendar year of 1895, together with a comparison of the previous year, as follows :

	1894. Tons.	1895. Tons.
Quebec	877,743	740,098
Nova Scotia	671,883	633,041
New Brunswick	221,844	228,325
P. E. Island	63,734	81,492

From another source I learn that the shipments up the St. Lawrence of the General Mining Association and Dominion Coal Co. for the past two calendar years were :

	1894. Tons.	1895. Tons.
Montreal	74,359	73,273
Sorel	8,485	3,686
Three Rivers	3,952	1,843
Quebec	22,555	31,633
Totals	109,351	110,435

DOMINION COAL CO.

	1894. Tons.	1895. Tons.
Montreal	512,269	415,081
Sorel	33,151	8,223
Three Rivers	5,529	7,957
Totals	550,949	431,261
Grand total 1894		660,300
" 1895		541,696

From the above table it will be seen that the total shipments up to the St. Lawrence fell off 118,604 tons, or nearly 18 per cent., the chief loss being mainly on Montreal account, the shipments to that city being 98,274 tons less than in 1894. The explanation of this remarkable decline is found in the fact that the Grand Trunk Railway Co. placed its orders for coal last year with Pittsburg firms instead of with Nova Scotia firms as formerly. And a Haligonian who was recently in Toronto declared to me that the Grand Trunk went to Pittsburg for coal because Sir Wm. Van Horne and other C. P. R. magnates were financially interested in the Dominion Coal Co.'s mines. The decreased consumption of Nova Scotia coal in the province itself is explained in part at least by the fact that the iron industries experienced a dull year, and consequently did not consume as much coal.

SHIPMENTS VIA THE INTERCOLONIAL.

A good deal of Nova Scotia coal for the west is naturally shipped by the Intercolonial Railway, but the returns show that shipments by this route have been gradually falling off for some years. These shipments began in 1878-79 with 300 tons, and by 1880-81 they had reached 10,124 tons. By 1884-85 this quantity was increased to 135,215 tons. Two years later saw the maximum, when the quantity carried by the Inter-

A. C. LESLIE & CO.

Manufacturers' Agents, - Montreal.

GALVANIZED IRON—Queen's Head.

TIN PLATE—Lydbrook, Allaway's, Dominion Brands.

TIN AND BLACK SHEETS.

ANVILS AND VICES—Henry Wright & Company's make.

COIL CHAIN, WIRE, CUTLERY.

Enquiries invited

GEORGE BUTLER & CO. Ltd.

SHEFFIELD, ENG.



TRADE
MARKS



Shaving becomes a pleasure when using BUTLER'S

"KEEN"



RAZOR

"BUTLERS" are renowned for RELIABLE

CUTLERY



—: Import orders only solicited :—

Jas. Chesterman & Co., Ltd., Steel Rules, Measuring Tapes, Land Chains, etc.

Robert Sorby & Sons, Ltd., Edge Tools, Scythes, etc.

Wilkinson & Co., Anvils, Vices, etc.

Henry Rogers, Sons & Co., Iron, Metals and Hardware.

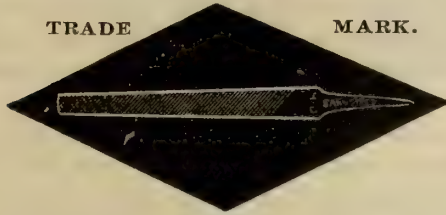
Acton & Borman—London.

A. H. SYMONDS

71 Yonge Street,
Toronto

Manufacturers' Agent.

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

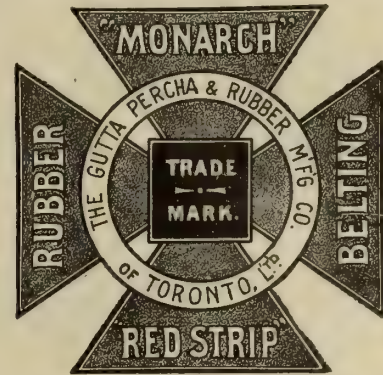
Climax Sawfiles.

Gulletting Sawfiles.

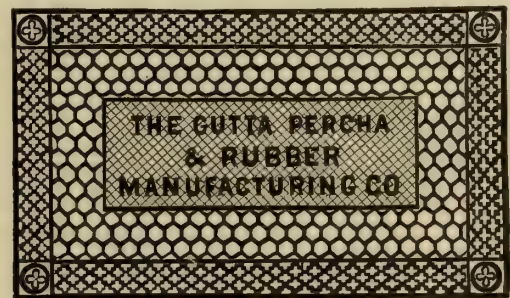
Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

WE MAKE

Wrapping Papers

of all kinds (printed or plain).

Several brands are for the special use of hardware people—strong, tough, hard-to-tear paper. Upon request we will be glad to send a book of samples from which you can order.

Let us know what you want in our line.

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

colonial was 220,407 tons. Since then there has been a gradual falling off, until last year, 1894-95, when the total aggregated but 74,947 tons. The shipments to local stations have also shown a decline of late years. Last year it was 310,253 tons, the smallest since 1887-88. The largest shipment was made in 1892-93 when the quantity was 402,653 tons. The smallest was 97,043 tons in 1877-78.

The coal trade in Nova Scotia is opening up fairly well this year. Up to the beginning of the present month the Dominion Coal Co.'s contracts with the Grand Trunk Railway were 80,000 tons over last year—50,000 tons at Montreal and 30,000 tons at Portland. The shipments of the Cumberland Railway and Canal Co. for March last were 11,668 tons more than during the same month of 1895, while the shipments for the first quarter were 110,433 tons, an increase of 38,100 tons compared with the same period of 1895. The output of the Drummond Colliery, which is worked by the Intercolonial Mining Co., for the first three months of 1896 is 40,000 tons, an increase of 17,000 over the first quarter of 1895, while the actual sales show an increase of 8,000 tons.

SHOULD APPOINT A COMMISSION.

This article has already exceeded the length I originally intended it should; but in spite of that it is not as complete as I would wish. The fault is, however, not as much my own as it is the Government's, who have scarcely anything, relatively to the importance of the coal areas of this country, to furnish data that would permit anyone seeking information thereon to obtain it after a reasonable expenditure of time. The work of gathering the data comprised in this article has been most laborious. Coal is the most important and valuable of Canada's diversified minerals. And capitalists, journalists and all others who desire to get anything like acquaintanceship with it should be able to do so within a reasonable time. Canada has frequently been termed a wooden country. My research has convinced me that it is a coal country as well. I regret that it is not so generally known as it ought to be. The duty of imparting the knowledge devolves upon the Federal Government. Let it appoint a commission of experts—members of the Geological Survey would probably answer the purpose—and instruct them to make a thorough investigation, and prepare a report, which may afterwards be accessible to everyone who desires information regarding the coal areas of Canada and their possibilities.

INTEREST VS. RENT.

"It's cheaper to pay interest than rent;" so said a business man reputed to be shrewd, when asked about the heavy mortgage on his house. And he carried the idea into effect in securing a house for his son-in-law. He has purchased a house for \$4,000, on which he has paid \$100 down, and given a mortgage of \$3,900 with interest at 6 per cent. As the rent would be about \$35 a month and the interest amounts to less than \$20, the saving is evident. And if he cannot pay up, why only the \$100 deposit is lost. Doubtless, many would follow this plan, but it is not easy to buy a \$4,000 house with \$100 cash.

The sound of your hammer at 5 in the morning or at 9 at night, heard by a creditor, makes him easy six months longer; but if he sees you at a billiard table or hears your voice at a tavern when you should be at work, he sends (should send) for his money the next day.—Ben Franklin.

BUYING AND SELLING CUTLERY.

I HAD a few minutes' chat with a well-known cutlery man the other day. During our conversation he said:

"The cutlery trade in Canada in the past has been largely tied down to certain makers; and the consumers have been in the habit of asking for these certain brands, evidently having the idea that any and every other offered in lieu thereof would be of inferior make. In a word, the consumers appear to have little or no confidence in the recommendations of the dealers in reference to the quality of the cutlery they are selling. Of course there are exceptions, but I believe this to be the rule."

"What has been the root of the evil?" I ventured.

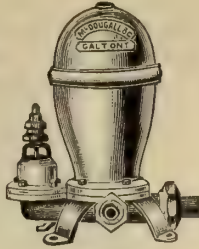
"Well, I think it has to a large extent arisen from the fact that the dealers, in making selections, have been careless in the matter of substituting an inferior article for better grade and then positively declaring it to be equal to the goods that were enquired after. If approached regarding these matters the dealers in question would no doubt aver that the jobbers have been at fault in recommending the goods which afterwards turned out unsatisfactory. And no doubt they are to some extent right: The whole trade, from the jobber down, have been careless. But I must say that a good deal of the blame belongs to the traveler. Supposing, for instance, he is carrying a line of cutlery, the quality of which he really knows nothing about. When, however, he is making a bid for trade, he professes to know all about the goods, and will laud them extravagantly. The retailer, when he is selling, takes his cue from the traveler, and also praises the goods. The test of a knife's quality is when it goes into actual use. Now, if a pocket knife does not turn out well, and a great many of them do not, the customer loses faith in the judgment or integrity of the retailer, and the retailer in turn feels agrieved with the traveler and the house that sold him the goods. Now, I hold that the traveler who is selling cutlery of whose intrinsic merits he knows nothing, should not try to convey the impression to a customer that he does. It is much better that he should say: 'Well, here is a knife that I know nothing about. I will sell it to you for so much. Can I take your order?' Under such conditions he will make a friend if the goods turn out well, and if they do not he will not have made an enemy.

"About three years ago," continued my informant, "a great deal of the cheaper class of pocket cutlery was introduced among the trade by one house. The retail dealers throughout the country purchased these goods without apparently appreciating how inferior they were. I do not mean to say, however, that the house misrepresented them. And I should say, moreover, that it was not the general hardware trade that bought the bulk of them. The fact, however, remains that the knives turned out bad, which naturally tended to create a prejudice against every man that retailed knives, the hardwareman as well as others.

"Experience is more and more proving the fact that for the hardwareman's business, it pays to buy goods of at least fair quality. Showy lines, which have no lasting properties, do not in the end do a man's business any good. And while they may be disposed of among notion houses, I believe the hardwareman should leave them alone. Let him adhere to goods which can be recommended. When this becomes general the consumer will have confidence in the cutlery which the retailer recommends to him."



Seasonable
• Goods •



SPRAY PUMPS AND HYDRAULIC RAMS

We also make other
ines, including . . .

Pitcher
Cistern
House Force
Deep Well

Pumps

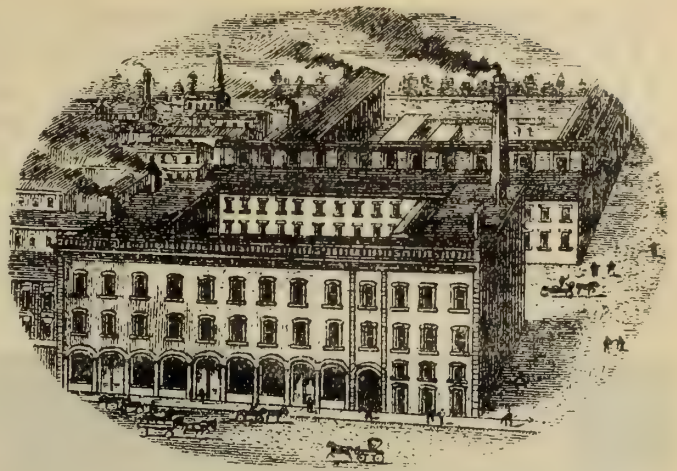
IRON OR BRASS

QUALITY THE BEST PRICES RIGHT

General and Special Catalogue for a request

R. McDOUGALL & CO.

GALT, ONT.



J. B. Armstrong Mfg. CO., Ltd.

(THE GUELPH CARRIAGE GOODS CO.)

The oldest established Manufacturers of and
Dealers in Carriage Specialties in Canada.

GUELPH, CAN.

We carry a full assortment of
Carriage Hardware, Trimmings (including Union and Wool
Cloths, Enamelled Goods, Moss, Sea Grass, Hair, etc.), Top
Goods, Plated Carriage Goods, etc., etc.

The Armstrong Seat Springs and Buggy and Carriage
Springs as improved are more popular than ever before. Cata-
logue mailed and prices quoted on application.

J. B. ARMSTRONG MFG. CO., LTD., GUELPH, CANADA.

BROWN, BOGGS & CO.

MANUFACTURERS OF . . .

HAMILTON, ONT.

Tinsmiths', Cannery' and Heavy Sheet Metal
Workers' Tools and Machines.

Agents for _____

GEO. H. COLKET & CO., - Philadelphia, Pa.

Climax Capping Machine, Pea Filler, Universal Wiping Machine, etc., etc.

HEMINGWAY MFG. CO., - Syracuse, N.Y.

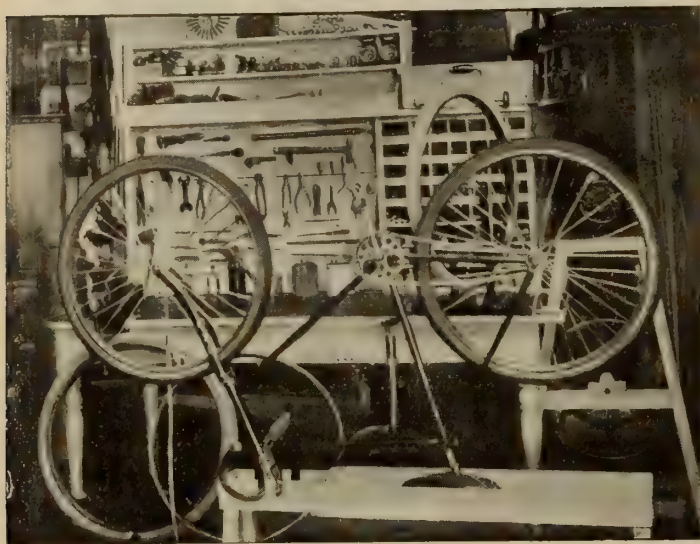
The Latest Corn Cooker and Can Filler.

THE CORNELL & KNAPP - Adrian, Mich.

Labelling Machine and Case Filler. Will label 60,000 cans per day.

A MODEL BICYCLE REPAIR BENCH.

WITH the introduction of the bicycle as an additional line for hardwaremen the need for a repair shop was quite apparent, and some have grasped the situation and realized that the means then at their disposal were inadequate, and immediately set to work to improve and extend their facilities for successfully handling this new and profitable industry. On the other hand many dealers have not attached to it the importance it deserved, and struggled on in the old rut, and tried to do the work with the tools the tinshop



BICYCLE REPAIR BENCH.

has had since its inauguration, and, as a natural consequence, have failed. Therefore, while the former have found their aggression and enterprise has been profitably rewarded, the latter have let slip through their fingers a profitable addition to their business, the value of which they have not known, or have not realized.

One of the first questions a prospective purchaser asks when buying a wheel is, "Can I get repairs, and where?" Or, again, if repairing a wheel, you are brought in contact with someone who has a friend who contemplates buying a wheel, and you are again put in touch with a probable customer. Therefore, a wheel repair shop is not only a source of revenue of itself, but is one of the most telling factors in the sale of new wheels.

Mr. Ed. B. Batty, who is associated with his father in the business of T. Batty & Co., Norwich, Ont., and has the bicycle branch of the business under his charge, considers a good workman is useless with poor or inadequate tools, and has therefore constructed, for his ever-increasing repair business, the neatest and most compact repair bench it has ever been my pleasure to examine. Through his kindness I am in receipt of the accompanying illustration and also inventory, showing that this complete outfit can be made for the small sum of thirty-five dollars.

The bench is a good solid kitchen table 6 ft. x 3 ft. x 3 ft. high, with tool case on one side 6 ft. x 4 ft., having two or three shelves at the top for bicycle sundries, etc. One end is divided into pigeon holes 3 x 3 in. for nuts, bolts, balls, nipples, washers, etc., and other small parts of bicycles. At one end is a foot-power emery wheel and drill, and at the other a good heavy vice, while next to pigeon hole, already mentioned, are hooks nicely arranged for hanging small tools (within easy reach), necessary in bicycle repairing. Around edge of table a bead is placed to keep small parts from being swept off. Right in front

of table is a large floor pump and also ingeniously devised bicycle stand, for wheels in course of repair. Close to emery wheel is a balance wheel for truing wheels. I give below inventory of repair stand:

Repair bench and cabinet.....	\$ 4.00
Foot-power emery wheel and drill.....	7.00
Heavy vice, \$4.25, monkey wrench, 25c.....	4.50
4 bicycle wrenches, \$1.60, 2 screwdrivers, 30c.....	1.90
Hammer, 40c., flat pliers, 10c., round pliers, 10c.....	.60
Caliper pliers, \$1, pincers, 15c.....	1.15
3 chisels, 15c., 2 punches, 10c., 4 files, 40c.....	.65
Scissors, 20c., 2 spoke grips, 80c., adjusting wrench, 20c.....	1.20
Small hand pump, 25c., cotter pin extractor, 75c.....	1.00
Racket brace, \$1, screwdriver bit, 5c., rimers, 20c.....	1.25
Oiler, 15c., M. and W. tube horn, 15c., small set taps and dies, \$1.50.....	1.80
Wheel balance for truing wheels.....	3.00
Large floor pump, \$1.50, 3 enamel brushes, 60c.....	2.10
3 cans colored enamel, 45c., spirit lamp, 50c.....	.95
Stand for holding wheels while repairing.....	1.00
Can M. and W. cement, 75c., patching rubber, \$1.....	1.75
Sundry small articles and tools.....	1.15
Total.....	\$35.00

With a cabinet as complete as this a mechanic should be able to repair any part of a bicycle, with the exception of a broken frame (which would need brazing), or any nickel plating. A brazing machine could be put in at an additional cost of \$10, but it is hardly needed in hardware stores, especially in the smaller towns.

Dealers who have not yet given this matter the consideration it deserves would do well to look into it at once. Clerks who are ambitious, or are desirous of improving themselves and advancing their interests in the eyes of their employers, would do well to take this branch of trade under their own supervision, and they will find it both interesting and profitable.

A STRIKE IN HARDWARE.

A nameless store, in a nameless town,
Was so threatened by foreign invasion,
That the goods on the shelves determined to "down"
With all of the German persuasion.

They frequently met to discuss the affair
(Sometimes when the master was dozing),
But for daylight assembly they always took care
To meet when 'twas their "early closing."

One day they had met in the usual way,
With the clock as the permanent sec,
Determined to settle for ever and aye
As to who should command "upper deck."

The clock read the minits—it took him an hour
(They chiefly concerned foreign lands),
And forgetting that others were minus his power,
Requested a show of their hands.

Then a fine pair of pincers got up on its feet,
And endeavored to open its jaws,
But an arrogant hammer said, "Pray keep your seat,
You're nothing but legs, sir—and claws!"

"Put your trust in the men who have heads—such as mine—
Leave me, sirs, to see to your wrongs!"
But a clothes-peg, just itching to get in a line,
Shouted, "Go it, old hammer and tongs!"

A file did its best to smooth matters down
By suggesting a hand-to-hand clasp,
And dubbing them adjectives back'd by a noun,
He called on his brother, the rasp.

His remarks were so biting, with anger so fed
(By the way, he was cut by machine),
That a double-struck brother—a rival—just said,
'Twas "a poor exhibition of spleen."

Some samples of hollow-ware, buckets, and tins
Then joined in the general uproar,
Till a brush said if someone would give him "two pins"
He'd sweep the whole lot from the floor.

What else might have followed it's hard to suggest,
But the clock pointed out that 'twas time
They broke up the meeting and turned to their rest,
For midnight was just on the chime.

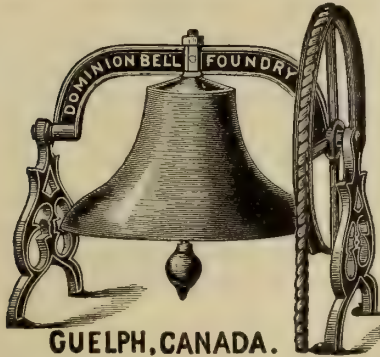
"And further," he said, "if you'll take my advice,
When once you get back there you'll stop;
I must go on strike, I shall now! in a trice!
But then, as for you!—let it drop."

"Just stay where you are with patience and trust,
And customers round you will flock,
And in time, sirs, you'll find this invasion will 'bust,'
Look out, there! it's just twelve o'clock!"

—C. W. in The Ironmonger.

BELLS

Farm Bells,
School House Bells,
Factory Bells.



A good assortment of sizes. A guaranteed quality. A nice finish in bronze and painting. Prices right. The Armstrong Bells are Canadian manufacture. Deliveries prompt. Enquiries solicited.

J. B. ARMSTRONG MFG. CO., LTD. GUELPH, CANADA

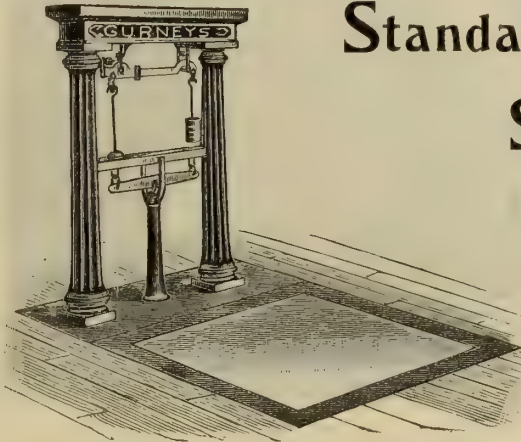
ESTABLISHED 1856

REORGANIZED 1887

The
Gurney Scale Co.

MANUFACTURERS OF

Standard
Scales



HAMILTON
Ont.

THE

James Morrison Brass Mfg. Co.
LIMITED

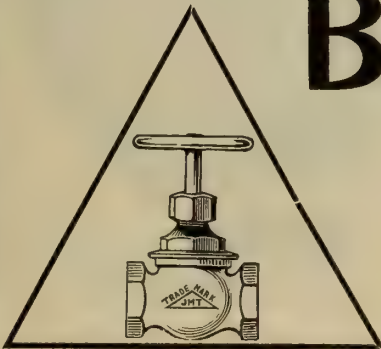
Engineers', Plumbers'
Gas and Steam Fitters'

89-97 Adelaide St.

TORONTO

BRASS GOODS

AND SUPPLIES



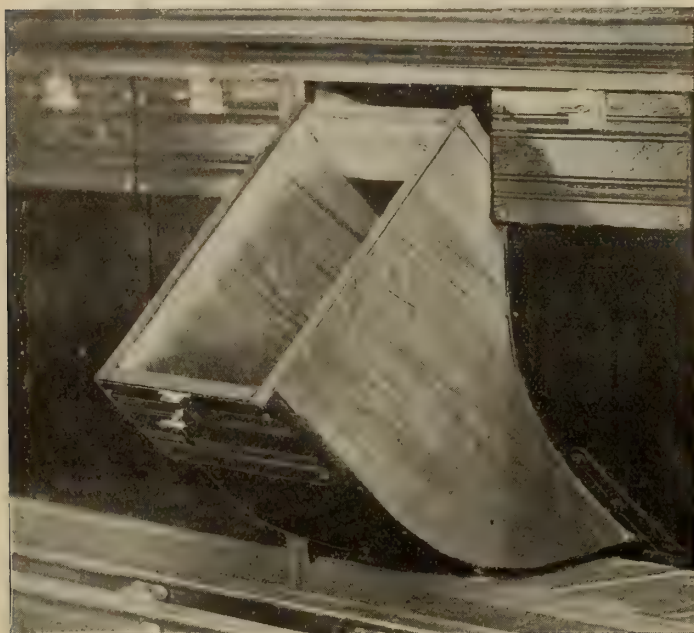
Sanitary Earthenware and
Appliances . . .
Wrought and Cast Iron Pipe

Malleable and Cast Iron Fittings
Copper Work

ASK FOR the renowned J.M.T. series of Globe Angle Check and Gate Valves.
They are the best and you will find trade mark on every valve.

A MODERN NAIL HUTCH.

WHILE the improvement of our many lines of manufacture occupy the time and tax the capacity of our brainiest men, the cheapening of the cost of the production has always been of as great importance. This cheapening has in many cases been obtained, not only by labor-saving inventions, but by the concentration of goods and the arrangement of



space, and their manipulation in the different stages of manufacture has been reduced to a minimum.

This principle also applies to the cost of distribution, and in many of our modern hardware stores it has affected the minutest detail of the store's arrangement, it being reasonably contended that by judicious arrangement and concentration of stock, the same amount of work can be accomplished with half the help.

Some staple lines are more difficult to stock properly than others, and one of these is nails. The old style nail keg is not only an eyesore to the dealer, but gathers more dust and dirt in a week than almost any other line of goods, besides being very nasty to handle. Messrs. Vantuyl & Fairbank, Petrolia, Ont., seemed to appreciate this difficulty, and the accompanying cuts show the modern nail hutch with which they have fitted out their store to be, without a doubt, the best thing that has ever been constructed for that purpose.

These hutches are built on a plank, three in a section, and are attached to plank with strap hinge, centre of hinge being in centre of balance of hutch. The ends are of $\frac{3}{8}$ in. hardwood board; the front and back are made of 18-gauge sheet iron, faced in front with oak and at back with pine, top edge bound around with $\frac{3}{8}$ in. band iron. The outside measurements of hutch are: Front to back, 18 in.; side to side, $12\frac{1}{4}$ in. The inside measurements are: $10\frac{1}{2}$ in. wide, 16 in. deep and 23 in. high. Point at base of hutch and centre of hinge is 9 in. from front, 7 in. from back, with 12 in. radius, thus causing hutch to fall outward when released from neat brown catch which holds it in position. Using best material, these hutches can be made for \$1.50 each.

Messrs. Vantuyl & Fairbank are to be congratulated in having thus solved the nail, nut and washer problem, and HARDWARE AND METAL thanks them heartily for placing illustrations at its disposal.

SPECIAL LINES.

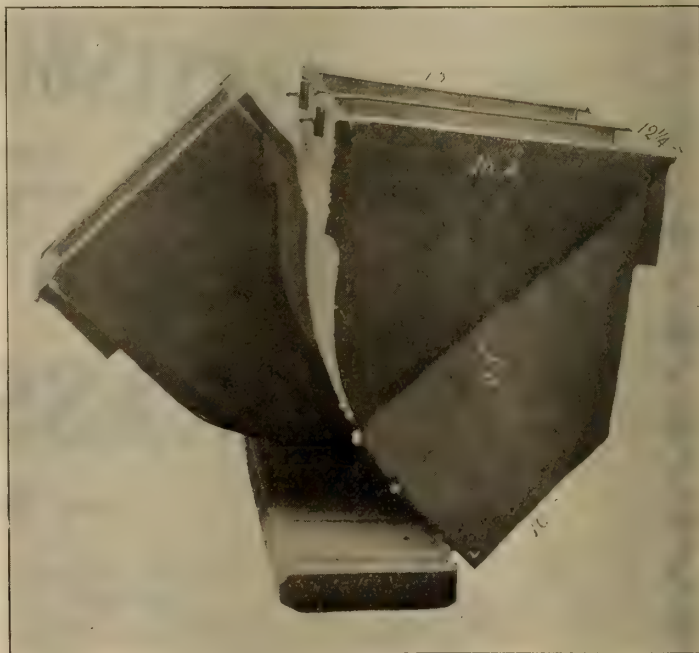
The increased competition necessitates closer attention to special lines with regard to buying, selling and advertising, writes E. C. Matson, in *Hardwareman*. We have competitors in many businesses who have taken advantage of some of our best departments in order to push the sale of their goods, simply because we have not been as watchful of our own interests as we should have been. Not only should this be an object lesson to ironmongers to introduce new departments into their business, but they should be specially watchful about retaining their old ones. If a draper tries to introduce a new department, which rightly belongs to ourselves, why should not we make an effort to keep the same within our trade? To retain our customers I would advocate the use of special lines; in this way our customers would gain a lasting impression, and be induced to spend their money with us. These special lines should be shown in our windows, on our counters, and at every favorable opportunity. Let them be of exceptional value and they will be the means of a lasting advertisement. At the same time a price list should be issued, with these special lines in a prominent place.

"FIT" - NESS IN ADVERTISING.

In designing a certain set of ads intended to "cover" special fields, says a writer in *Profitable Advertising*, there should be due regard paid to the "fit."

With an ad as with a man, "dress" goes a good way toward the securing of a desired object. It permits of opportunities for meeting people, which else were impossible. See that the ad is well dressed then, first; that it is a good ad to begin with is assumed. There is no excuse for its being other, in these days, when so much skill and thought are offered the advertiser in all branches.

The most certain method of attracting attention to an ad is to print a good picture with it. Good cuts will catch the eye



wandering aimlessly over a page, and if the ad isn't too long the reader is quite sure of being impressed by what he sees.

To fit the audience of an ad, the wording and appeal must be in keeping with the prevailing sentiment of that community wherein it appears.

For 20 Years I Have Bought
OLD METALS

—: SUCH AS:—

Brass, Copper, Lead, Zinc Punchings and Cuttings, Pewter, Iron, Electro, Stereo and Type Metals, and my present premises is one of the largest and position the best to handle any you may have in these lines. **ALL SPOT CASH.** Also the Dross from Tin, Lead, Antimony, Zinc, Type or Stereotype, I buy or refine.

My 10c. Babbit Metal will
 give the satisfaction of any
 double priced metal. . . .

My half and half Plumbers'
 Wiping and Wire Solder
 are strictly A 1. . . .

Pig Lead always in stock.

If you have or want anything in my lines let me know ; otherwise how am I to know ?

ADDRESS

W. G. Harris, 25 to 31 William Street **Toronto, Ont.**

The
 Neatest

Flatware Patterns

The
 Tastiest

Hollowware Designs

Our goods are
 guaranteed in every
 respect.

**Quadruple Plate
 Unsurpassed Finish**

All made by us.
 Our customers find them

GOOD SELLERS

STANDARD SILVER CO.

31-43 Hayter Street

TORONTO





HINTS FROM AN OLD HARDWAREMAN.

BY GALLOWAY.

IN a recent issue of your valuable journal you state that failures in the hardware trade are not numerous. In that you are correct. I believe there are fewer in that than there are in any other business in the commercial line. Being an old hand in that trade, I have resolved to commit a few points of my experience to paper.

The multifarious variety of goods in the hardware trade make it difficult to acquire a thorough knowledge of it, and yet success can hardly be attained without it. Probably this accounts for the fact that the number who embark in the trade is small compared with those who enter the grocery, dry goods and any other branch of trade. The way to be successful and how to avoid failure is more necessary because of its intricacy. Goods, many of which are made of material likely to rust, must be kept in good order, the shelves and counters constantly kept dusted, the floors swept at least twice per day, and everything of value picked up. All goods possible should be placed in boxes made to fit in the shelves, nicely painted, say green color, in front, and samples of contents firmly fastened outside. This gives the store a nice, clean and tidy appearance, and makes the shelves always look full, however quick the goods may diminish.

The windows also should be frequently cleaned, and goods therein changed from time to time, always bearing in mind seasonable articles and new improvements, and having them well exposed.

Advertising also should be liberally done by hand-bills and by newspapers without extravagance, and goods new and old carefully brought before the public notice as they come into season, changing and varying, of course, the form of publicity.

CARE OF THE LITTLE THINGS.

I have often heard the trite remark made that such-and-such a person was mean enough to split a birse. Now, in this there is more meaning than would at first sight appear—a birse when split is useless for the purpose for which it is intended. Birses (or shoe hair, or bristles, in English) are very valuable and expensive. They are procured from the native hog in Russia, are weighed out for retail purposes in quarter, half and one ounce bunches, and one hair is enough to turn the scale. In this, then, there is a moral—the scale should always be turned, and proper weight given to purchasers, not only in this case, but in the thousand and one weighings going on day after day. Just weight in everything, but nothing more.

Quite a saving can also be effected by only using sufficient paper necessary to wrap up nails and other goods. I often see boys use double the quantity used in my young days. The smaller the paper the neater the parcel, and all scraps from shelf parcels over six inches square should be used for lining, thus saving the new. Twine, instead of being allowed to go to waste and probably swept out, should be picked from the floor, knotted together and used over again.

Customers on entering a store should not be allowed to wait

long, but be immediately waited upon with politeness and civility. When a new face presents itself for the first time the name and address should at once, or as soon after as possible, be ascertained; and the next time the person calls, if clerks can call to remembrance his or her face and address by name, that person's good graces are at once secured.

It is a rare gift to remember faces, and names too, and very few young men possess it; but any one so gifted rarely ever fails in business. The quality can to a large extent be cultivated when the memory is not impaired.

After a number of years' constant and diligent waiting on customers there is a tendency, and probably a natural one, on the part of employers to get tired and become taciturn and even morose, caused no doubt by growth of trade, increase of cares and anxieties; and they begin to retire into their offices, leaving the selling to be done by others. When they make an appearance there is a strained effort made to be amicable and sociable that is very soon detected.

PARTNERSHIPS FOR CLERKS.

In order to relieve the proprietors from the monotony, and to mitigate this state of affairs, one or two senior clerks should be taken into their confidence, should be paid a fair living salary, and a small percentage of accrued net profit to begin with, at the end of each year, thereby infusing new blood into the concern and allowing their employers to devote more of their time in making purchases and attending in part to the finances and other office work. This gives clerks an incentive to be even more industrious, for the more they do in the interests of their employers the better they do for themselves.

I have known many instances where a little forethought and liberality led up to prosperity, and the reverse to bankruptcy. I will only cite two, both of which came under my personal observation, and I was cognizant of the facts in both cases. A merchant by his own exertion, assisted, of course, by a good staff of clerks, had worked up a large and lucrative business, and was rated at one time to be worth one hundred and twenty thousand dollars over and above his liabilities. He was so averse to partnerships that he allowed three of his most efficient employes to leave and start business jointly, in direct opposition to him in the same place. One was bookkeeper, the second traveler, and the third his confidential salesman and buyer. In a few years he became bankrupt, and ever since has been out of the trade. The three young men in question built up a business very rapidly, and are now doing one of the best wholesale hardware trades in Western Ontario. The other case is that of a merchant in a neighboring town, who also was very successful. He had a salesman who had greatly assisted him, and had been with him for a good many years, and was well liked. Despairing of even obtaining a small interest in the business, he was about leaving to start in opposition in the same place, but his employer grasped the situation at once and took him into full partnership, and for quite a number of years the firm not only maintained but largely increased their former business, showing that folly in the one case speedily came to grief, and wisdom in the other came to success, thereby verifying the golden maxim: "There is a tide in the affairs of men, which taken at the flood leads on to fortune."

BUSINESS NOW AND FIFTEEN YEARS AGO.

Business has changed very much in the last fifteen years, on account of the introduction of the telephone, shorthand, typewriter, etc. Every well-appointed house has to have them;

but it does not lessen the number of employes, while expenses seem rather to increase and profits are not nearly as good as they were twenty or thirty years ago.

Goods now sold are very much superior to those sold thirty years ago. I can remember when scarcely anything sold was manufactured in this country, nearly all being imported; but I have no hesitation in saying that more money was made in those days than now.

There are no inducements now held out by purchasing more than your immediate requirements, such as there used to be long ago, notably during the American War, when the southern ports were closed and turpentine ran up to four dollars, those holding large stocks of that and other articles of merchandise making big fortunes. A few years later in our own country, say in 1873, when iron took the unprecedented jump up to four dollars per 100 lbs. and cut nails six dollars per keg, you could then purchase a carload of nails and before they were in your cellar they had risen one dollar per keg.

THE KEEPING OF STOCK.

Stock should be kept light. As facilities now are greater for procuring fresh supplies than they used to be the stock should be turned over at least four times a year. A stock of ten thousand should realise at least from forty-five to fifty thousand dollar sales, the difference between the amount of stock and sales being the gross profits, and so on: in proportion to the amount of sales increased, the stock should be kept to the same ratio.

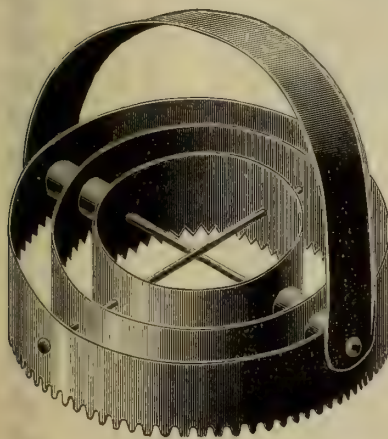
I think the time has come when business can be done on a cash basis, except for large sales. The difficulty and annoyance

of collecting small accounts render it almost imperative that petty credit bills should be stopped. Never be timid to say no to a person that cannot pay cash for from fifty cents to two dollars worth of goods. You are better without their trade.

Some readers might say that I have gone too much into detail, that some items are small and that I may appear to be penurious in my remarks. But I have done so after a long experience and am fully aware of the many pitfalls and dangers which beset men in commercial life. It requires the most diligent care in looking after everything which tends to impoverish or benefit business men. And we must not dispise the day of small beginnings, for it is the little things that count.

Now, a few words of advice to young men. Keep a book and note down personal expenses; total the amount up at the end of each month. And be sure the credit is on the right side. If the balance is on the wrong side with a limited income you are living beyond your means with open eyes; and if continued trouble must follow. Should you go into business when your income may not be so limited you will have acquired the habit of keeping your own accounts and will continue to do so through life. Run no livery or liquor bills. And I think it is better that a young man should never know the taste of the latter, but firmly abstain from using all intoxicating drinks as a beverage. Be truthful, for a liar is not to be believed when he speaks the truth, nor trusted even when perhaps he means honestly. Swear not at all, except when a document is placed in your hand and you are legally required so to do. Be honest. A little advantage gained by being tricky or dishonest is only a temporary gain. Let your motto be "Honesty is the best policy."

THE IDEAL CURRY COMB



PATENTED OCT. 9, 1895.

A Combined Curry Comb and Scraper.

We believe this to be the best Curry Comb in the world. It is made of steel. The animal likes it. Everyone who uses it likes it. It is a perfect self-cleaner. It is always at its best. It will last longer than any other Comb. It will do its work better than any other Comb. It will do it in half the time of any other Comb. It can be changed from a Comb to a Scraper and back again in one second of time. As a scraper, it is the only perfect tool made for grooming a clipped horse. It is better finished and better put up than any other Comb. It is always ready, never gets out of order, and will last a life time.

Ask your Jobber for it. If he does not keep it write to us for prices.

The Niagara Falls Metal Works Company, Limited.

Niagara Falls, Ontario, Canada.

PORTER, TESKEY & CO.

454-456 St. James Street

MONTREAL



FISHING TACKLE

SALMON
TROUT
BASS ...Flies

The largest assortment of Rods, Reels, Baits, Flies, etc. in the country.

The Best at Lowest Prices.

Canadian Agents for H. Milward & Sons, the largest and oldest Tackle Manufacturers in the world.

(Wholesale Fancy Goods, etc.)

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of
Hamilton, Ont.

Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

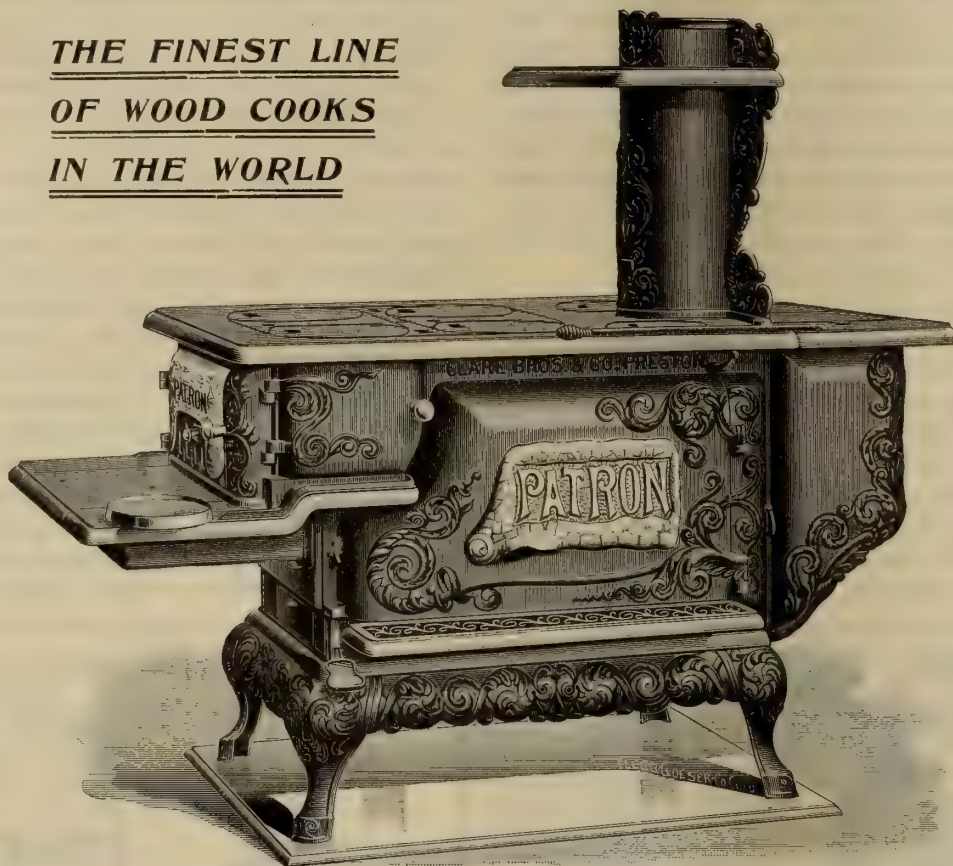
**Buck Saws
Billet Webs
And all other
kinds of Saws**

SPECIAL ATTENTION
GIVEN TO REPAIR WORK

You are looking for Business Builders?

We have one for you in the "PATRON."

THE FINEST LINE
OF WOOD COOKS
IN THE WORLD



The "Patron" is made in four sizes.

9-22—Oven 21 x 22 ; Fire Box 26-in.
9-24— " 23 x 24 ; " " 28-in.

9-25—Oven 24½ x 25 ; Fire Box 29-in.
9-26— " 25½ x 27 ; " " 29-in.

THESE ARE ACTUAL MEASUREMENTS.

Each size a perfect worker, with large roomy ovens, specially ventilated ;
large fire box and ash pit.

Every customer says : *"It is just what I have been looking for."*

It covers the whole field for a line of wood cooks.

Do you want exclusive control for your locality ?

May we send you a Sample ?

CLARE BROS & CO.

Branches : { 160 McGill St., Montreal, Que.
180 Market St., Winnipeg, Man.

— Preston, Ont.

Still The Leader

HAPPY THOUGHT RANGE

Best on Earth.

More Patented Specialties than all others combined.

It has led the market for fifteen years, and is to-day further in the lead than ever.

Sales constantly increasing. Why?

It is certain to operate to perfection in every case.

It is the easiest range for the dealer to sell—in fact sells itself.

It has every desirable feature known, and as most of them are patented, can be found nowhere else.

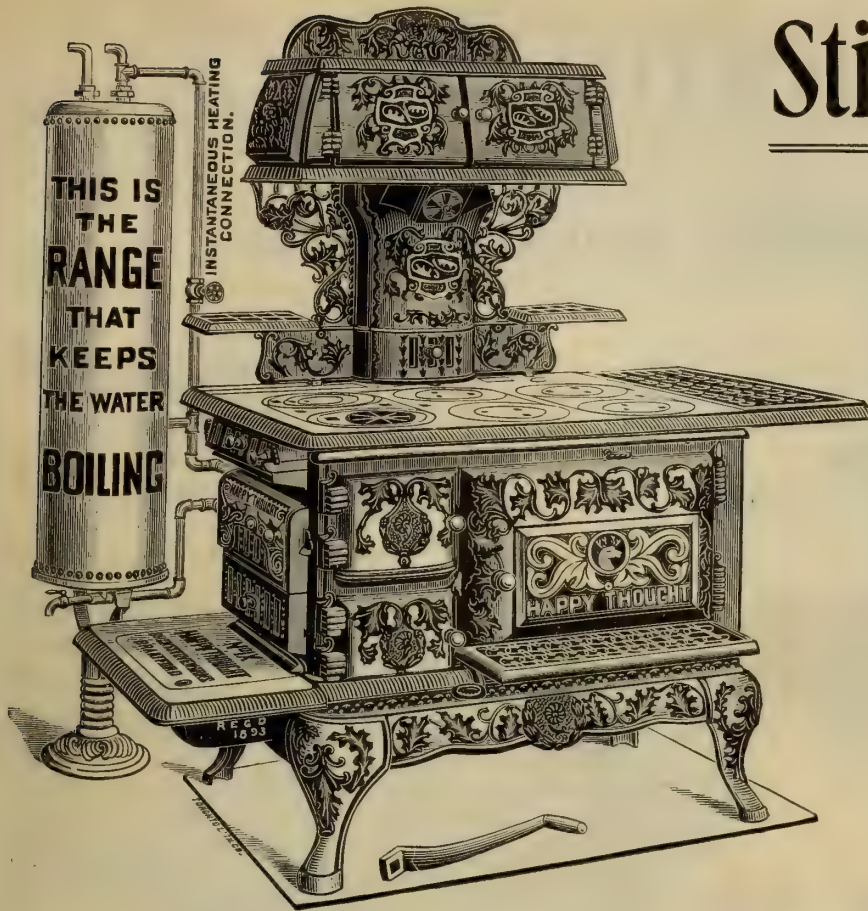
MADE ONLY BY

BUCK'S STOVE WORKS

BRANTFORD

MONTREAL

WINNIPEG



ABERDEEN Warrior Range

FOR
WOOD

Patented
and
Registered



This new and beautiful Range has met with wonderful success. The trade speak of its merits in the highest terms, and tell us it is the most profitable Range they have ever handled. We are pleased to say in operation it gives the utmost satisfaction, being a perfect baker, and since its appearance is of the most attractive character, it is a quick seller.

The body of the Range has rounded corners, hence it is more easily cleaned, and less liable to retain dust, than the old pillar style. It is fitted with a back fringe (when high shelf is not desired) on which are mounted two nickel teapot shelves. It has a patented reversible front shelf, oven door opener, outside nickelled oven shelf, and towel bar. The fire-door and fire-box are large, fitted with a new vibrating grate, toasting rack, sectional fire-bottom, and ventilating oven-flues or fire-dogs, and portable fire-back. The centres are cut, the oven very large and ventilated, with raised oven top, spacious sheet flues, which secures strong draft.

The Aberdeen Warrior Range has many points of excellence possessed by no other Range of its class.

Made in one size—No. 9-25; size of oven, 25x25 in.; height, 13 in.; width of oven-rack, 17 1/2 in.; has six 9-in. cooking holes, and burns 27-in. wood.

Manufactured by

THE COPP BROS. CO. LTD.

HAMILTON

The Demand

FOR GAS AND

GASOLINE STOVES



for Summer use

Will be Enormous

♦♦
OXFORD

Gas Stoves

Are up-to-date in every respect; made in sizes and styles to suit everybody. Their great features are the mechanical perfection of the **Valves** and **Burners**, which are constructed so that a powerful heat is furnished from a very economical supply of gas; and the **Ovens**, which are large and well ventilated, providing an even heat. . . .

THE —

Famous Quick Meal

GASOLINE STOVES

. . . Give Universal Satisfaction

They are perfect in construction, handsome in finish, and simple, safe and economical to manage.

They are —

Standard Goods
Extensively Advertised
. . Quick Sellers

They never make dead stock.

Send for our catalogues for full particulars about prices and styles.

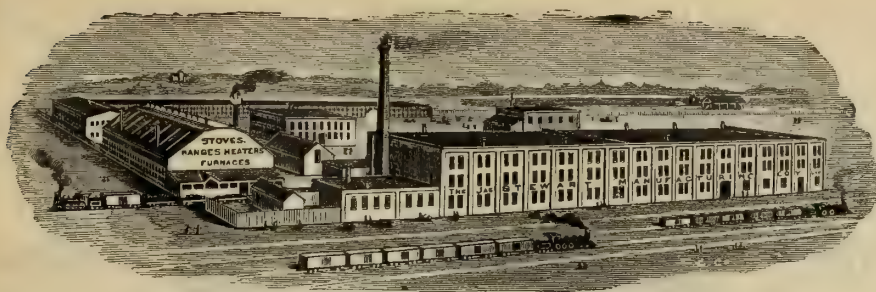
We are Sole Agents for Canada for the Quick Meal Stoves.

♦♦



THE GURNEY FOUNDRY CO., Ltd., - TORONTO
THE GURNEY-MASSEY CO., Ltd., MONTREAL.

Established
1845
Hamilton, Ont.



Removed
1892
Woodstock, Ont.

The Stewart Stove Works, Woodstock, Ont.

STOVES, RANGES, PARLOR GRATES, FURNACES



Four Hole "STEWART" Range, Style "D"

ON this page we show cuts of two of our most popular lines in **Ranges** and **Wood Cooks**, to which we would particularly call the attention of the Canadian Stove Trade.

We invite the correspondence of Stove Dealers in towns and villages throughout the Dominion in which we are not at present represented.

NEW "STEWART" RANGES

COAL OR WOOD

FOUR HOLES and SIX HOLES.

Twenty-five sizes and styles.

SQUARE and RESERVOIR.

All with Tea Shelves, as in cut, and

HIGH SHELF or HIGH CLOSET as required.

HANDSOME, UP-TO-DATE, PERFECT.

Every "Stewart" Range Guaranteed Satisfactory.

"GOOD CHEER" WOOD COOKS

OUR LATEST AND BEST

HAVE VERY LARGE STEEL PLATE OVENS
Patented. Are Perfect Operators and
Fuel Savers.

TWO SIZES: No. 9-29 (1895), No. 9-27 (1896)
SQUARE or RESERVOIR.

EXTRA HEAVY THREE-PART FIRE BACKS.
Dump Fire Bottoms.

WIDE HEARTHES, DRAW OUT and DROP
HEARTH PLATES. Every Modern
Improvement.

NO. 9-27 IS ALSO SUPPLIED (when so ordered)
AS A COAL STOVE, with Duplex
Grates, Cast Linings and Deep Ash Pan.

Every "GOOD CHEER" is Warranted to give
Satisfaction.

THE JAMES STEWART MFG. CO.
Limited

Woodstock, Ont.



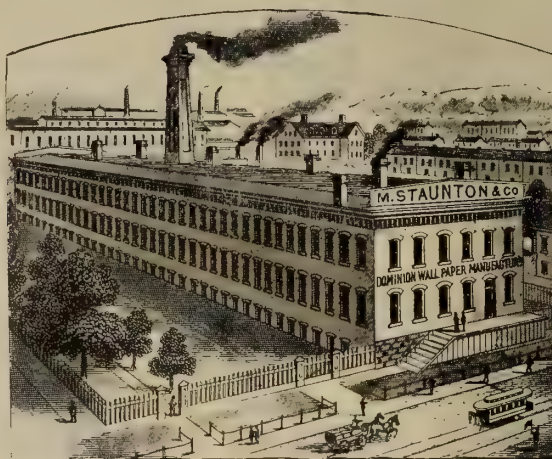
The "GOOD CHEER," with Reservoir—First-Class Wood Cook

WALL PAPER—WALL PAPER—WALL PAPER—WALL PAPER

FACTORY

944

YONGE ST.



SHOWROOM

950

YONGE ST.

The Most Popular Wall Papers

The best proof that our goods are found salable and profitable by the Trade is our steadily increasing business—larger this year than ever. Dealers who buy from us once generally become regular customers; they wouldn't if our papers did not give satisfaction.

When you want to order, write us to send salesman or to forward samples. We give prompt attention to mail orders.

M. STAUNTON & CO. 950 . . . **TORONTO**
Yonge Street

WALL PAPER—WALL PAPER—WALL PAPER—WALL PAPER

Wall Papers

Dealers who require a few BRIGHT and ATTRACTIVE Patterns to freshen up their stock for Spring, should write us at once for samples. We have a large stock in all grades at present, but the best selling styles will soon be cleared out.

Watson, Foster & Co.

86, 88, 90, 92 and 94
Grey Nun Street

 MONTREAL

THE SHERWIN-WILLIAMS PAINT



COVERS THE EARTH
MADE IN CANADA BY
THE WALTER H. COTTINGHAM CO. LTD.
MONTREAL

CANADA PRETTY WELL COVERED BY S. W. P.

Some of THE LEADING and MOST
ENTERPRISING HARDWARE and
PAINT DEALERS IN THE DOMINION
ALL of whom are handling The
Sherwin-Williams Paint.

- A** Acheson, James, St. Thomas, Ont.
Ackerman & Rorke, Norwood, Ont.
Alexander, A. E., Campbellton, N. B.
Anderson, W. H., Kemptville, Ont.
Ault, I. R. & Son, Aultsville, Ont.
- B** Bradfield Bros., & Payne, Granby, Que.
Bissonette, P., Chesterville, Ont.
Bohlender, George, Hanover, Ont.
Bottum, A. E., Bobcazeon, Ont.
Bourgeois, S. & Co., Ste. Hyacinthe, Que.
Bond, J. M. & Co., Guelph, Ont.
Bertram, Peter, Hamilton, Ont.
Buzell Bros., Cowansville, Que.
Burt, Lee & Hale, Woodstock, N. B.
Bradfield, R. H. & Co., Morrisburg, Ont.
Braund, Will, Port Hope, Ont.
Beer, E. H. & Co., Kensington, P.E.I.
Baker, Gordon, Osnaburk Centre, Ont.
- C** Clarke, J., Brechin, Ont.
Carter Bros., Picton, Ont.
Campbell, G. D. & Co., Weymouth, N.S.
Cockshutt, W. F. & Co., Brantford, Ont.
Chapman Bros., Brome Corners, Que.
Coy Bros., St. Catharines, Ont.
Coleman, W. S., Forrester's Falls, Ont.
Carr, John T. G., Hartland, N.B.
Corbett, John, Kingston, Ont.
Cameron, D. G., Montague Bridge, P.E.I.
Chalmers, James, Jr., St. Mary's, Ont.
Carson, A., Picton, N.S.
Cottingham, Dickson, P. & Co., Montreal, Que.
Cavanaugh, The Ed. Co., Montreal, Que.
Crawford, W. C., Tilbury Centre, Ont.
- D** Dawson, W. E., Charlottetown, P.E.I.
Dimock, W., Windsor, N.S.
Dieppel & Noecker, Drayton, Ont.
Dickie, C. R. & Co., Canning, N.S.
Dewar, J. S., Clifford, Ont.
Dodge, T. L. & Co., Kentville, N.S.
Dargavel, J. R., Elgin, Ont.
Dyer & Son, Sutton, Que.
Dunham, C. F., Digby, N.S.
- E** England, I. & Son, Knowlton, Que.
Edwards, J. G. & Co., Lindsay, Ont.
Edwards, The Trading Co., Thurso, Que.
Elliot, H., Hampton, Ont.
Ellis, E. H., Gananoque, Ont.
Eplett, S. D., Coldwater, Ont.
Edwards, W. C. & Co., Rockland, Ont.
Ellis, A. D., Simcoe, Ont.
English, R., Keene, Ont.
- F** Foss, A. H., Sherbrooke, Que.
Fitzgerald & Co., Colborne, Ont.
Falconer, W. J., Palmerston, Ont.
Fennell, John & Son, Berlin, Ont.
- G** Gardner & Mulligan, Millbrooke, Ont.
Gallagher, J. H., Newboro, Ont.
Green, Mrs. J. C., Perth Centre, Ont.
Gordon, Wilbur, Tweed, Ont.
Gates, E. & P., Waterloo, Que.
Gladney, W. E., Marmora, Ont.
Goodreau, Frank, Grand Falls, N.B.
Gibson, Bros., Danville, Que.
Goody, E., Pembroke, Ont.
Gillis, T. S., Lunenburg, Ont.
Gosling, George E., Cornwall, Ont.
Gillard, M. J., Grafton, Ont.
Greenhill, James S., Leamington, Ont.
Grise, D., Midland, Ont.
- H** Harris, The E. Co. Ltd., Toronto, Ont.
Hunter, J., Huntingdon, Que.
Haney, F. & Co., Tilsonburg, Ont.
Hillhouse & Jelly, Shelburne, Ont.
Hamilton, T. S., Winnipeg, Man.
Holmes, James, Woodstock, Ont.
Hayden, John, Cobourg, Ont.
Heard, Joseph, Feneion Falls, Ont.
Hood, A. J., Westville, N.S.
Harstone, W., Rosemeath, Ont.
Hart, J., Perth, Ont.
- J** Johnson & Warren, Barrie, Ont.
Johns, W. H., Southampton, Ont.
Jones, W. H., Ingersoll, Ont.
- K** Kennedy, C. A., Coaticooke, Que.
Kirk, D. G., Antigonish, N.S.
Kyle & Squires, Warton, Ont.
- L** Laflin, J. K., St. Stephen, N.B.
Lettice, Robert, Victoria, B.C.
Leonard, B. & Sons, Quebec.
- Mc** McCarthy, G. R., Smith's Falls, Ont.
McElroy, H. & Sons, Carp, Ont.
McElroy, H. & Sons, Richmond, Ont.
McKenzie, C. Milne & Co., Sarnia, Ont.
- M** Madole, M. S., Napanea, Ont.
Manchester, D., Huntley, Ont.
Martindale, & Co., Alliston, Ont.
May, W. A., Creemore, Ont.
Meiklejohn, A. & J., Harriston, Ont.
Merrill, H. S., Largsdowne, Ont.
Miner, C. B., Cobden, Ont.
Moore, A. H. & Co., Magog, Que.
Morton & Owen, Campbellford, Ont.
Muirhead, W. J., Carleton Place, Ont.
- N** Neil, James S., Fredericton, N.B.
Nelson, James & Bro., Windsor, Ont.
Neve, R., L'Orignal, Ont.
Northcott Bros., Vankleek Hill, Ont.
- P** Patte, F., Oshawa, Ont.
Peaker & Son, Brampton, Ont.
Pearson, J. B., Acton West, Ont.
Pelletier, Fils & Co., Fraserville, Que.
Peterboro Hardware Co. Ltd., Peterboro, Ont.
- R** Reid, J. C. & Son, Orangeville, Ont.
Reid, James & Co., London, Ont.
Richardson, W. H., Essex, Ont.
Richards, T. M. & Co., Edmuntston, N.B.
Robertson, R., Lanark, Ont.
Robertson & Givan, Moncton, N.B.
Roche, D., Halifax, N.S.
Rogers, W. L., Yarmouth, N.S.
Rogers, W. S. & Son, Glencoe, Ont.
Ross, T. & Sons, Hawkesbury, Ont.
- S** Samson, W. D., Blenheim, Ont.
Sanderson, W. A., Richmond Hill, Ont.
Schneuker & Rothermel, Milverton, Ont.
Scott, Adam, Almonte, Ont.
Shaw & Wooliver, Wallaceburg, Ont.
Silvester & Dougherty, Stouffville, Ont.
Stewart, Peter, Ottawa, Ont.
Stewart, P. S. & Co., Renfrew, Ont.
Storr, John, Ottawa, Ont.
Smart, R. H., Brockville, Ont.
Sweet, A. & Co., Winchester, Ont.
Stutt & Armstrong, Orono, Ont.
Sullivan, R., Richmond, Que.
Shaw, J. H., Shawville, Que.
- T** Tallman, E. H., Easton's Corners, Que.
Taylor & Crowe, Welland, Ont.
Thibault, C., Victoriaville, Que.
Thompson, J. & Bro., Lyndhurst, Ont.
Traux, G. A., Farnham, Que.
- W** Walker & Hanson, Truro, N.S.
Walker, Hanson & Rogers, Middleton, N.S.
Wallace & Buchanan, Galt, Ont.
Warren, S., Wales, Ont.
Waters, D. M., Belleville, Ont.
Walsh, J. B., Ormstown, Que.
Waley, R. J., Delta, Ont.
White, G. A., Trenton, Ont.
Williams, John, Camborne
Wilson, C. & J. G., Cumberland, Ont.
Wilson, A. E., Clarence, Ont.
Wilson, R. R., Howick, Que.
Workman, W. & F., Stratford, Ont.
Wright, C. P., Aymer, Que.
Wright, James & Son, Strathroy, Ont.
Wright, G. H., Penetanguishene, Ont.

NOTE the class of men who are handling S. W. P. We are proud of them.

THIS list is being added to almost every day. Should we have omitted the name of any customer it is unintentional, as this list was prepared in a hurry at the last moment. Reports have reached us that it is being stated among our customers that S.W.P. had only been sold in a few isolated places. This list speaks for itself. When it is remembered that it is only a few months since we introduced these paints here, and that we only sell one man in each place, we think pretty fair progress has been made. Our work will not be complete however until every town in Canada is represented. Is your town named above? We believe, if it is not, it would pay a good man to secure the agency. Write any of our customers and ask them what they think of S.W.P.

The WALTER H. COTTINGHAM CO. Ltd.

Makers for Canada

Montreal

The Canada Paint Company

LIMITED

MONTREAL, TORONTO AND VICTORIA



April Circular...

MONTREAL, April, 1896

We have pleasure in availing ourselves of HARDWARE AND METAL'S offer to circulate our April letter in its Special Number, having its assurances that all our clients will receive a copy.

We have, by the help of our representatives, made a call on each of our constituents since January, and as we enter upon a second round we desire to introduce a brief message from the active centres.

In doing so we have first to acknowledge how very much we have been encouraged by the appreciation shown of our provision for the season's trade, and especially by the substantial interest taken in the new features referred to in our January letter. The reception accorded to these proves that they are just such as the trade requires, and the early adoption of them by our clients gives us the certainty that their stocks are being kept "up-to-date."

The demand for our best known staples has also been most gratifying, especially in our "Elephant" and "Prism" brands of prepared paints, the sale of which to date is twenty-five per cent. in advance of any previous year, proving that these brands are rapidly superseding all others. This is only natural, seeing that we are able to give more value to the dollar than any competitor, from the fact that we alone in the Dominion prepare our own materials, colors, pigments, &c., from the foundation. This fact gives a guarantee not only of economy, but also of uniformity, which is impossible to such as are merely grinders and vendors of materials made by others.

Through the kindness of our clients we have been entrusted with a largely increased general business during the usually quiet months, and having laid so good a foundation in our first calls, we look forward with much assurance to the more active season on which we are just entering.

Any reference to special items would make this letter too long. We must therefore again refer our friends to our 1896 catalogue, feeling sure that the more it is studied the more interesting it becomes alike to the jobber and consumer. It offers the finest goods and the best value that have been offered in this or any other country. In proof of this we may mention that our export trade is steadily increasing, and in directions which a year ago we did not venture to anticipate.

We showed our friends by a recent pamphlet that our goods were driving out the manufactures of other countries; we have now to add that quite unsolicited a demand is springing up in these countries for these very goods.

There is a great deal of indifferent paint made, but good paint is as good as ever it was, and as plentiful, nor do we at this date require to tell our practical clients that better goods, both in paints and varnishes, than they are now handling were never under a brush.

The advance presently reported in White Lead is absolutely necessary to the maintenance of quality, but in paints generally the Spring prices are still operative.

Wishing our many supporters a good season and promising the most prompt attention possible to their wants during the busy time. We are, respectfully,

THE CANADA PAINT CO. Ltd.

The Canada Paint Company

LIMITED

MONTREAL, TORONTO
AND . . .
VICTORIA, B.C.



MANUFACTURES and SPECIALTIES

Munro's Selected Flake White Lead,
Fergusson's "Elephant" White Lead,
"Decorators' Pure," "Sheffield,"
"Bull's Head," "Royal Crown."

"Elephant" Snow White Zinc,
American White Zinc,
Patent Dryers, Putty.

Dry White Lead, Red Lead,
Orange Mineral, Litharge.

Dry Colors, Prussian Blues,
Ultramarine Blues, Chrome Yellows.

"Mistletoe," "Evergreen" and "Imperial" Greens,
Vermilions, Lakes.

Pigments from our own Mines,
Magnetic Oxides, Indian and Venetian Reds,
Ochres, Siennas and Umbers,
Mortar Stains, Diamond Graphite.

Colors in Oil, Colors in Japan,
Colors Ready Mixed,
Liquid Coach Colors, Floor Paints.

Artists' Tube Colors, Ornamental Enamels,
Painters' Antique Tints,
Oil Wood Stains, Varnish Stains.

Wall Paper Colors, Paper Stainers' Colors,
Kalsomine Wall Tints, Distemper Colors.

Superior Carriage Varnishes,—
Finishing, Gearing, Rubbing, Wagon.

House and Cabinet Varnishes,
Piano and Organ Varnishes,
Spirit Varnishes, Chair Varnishes,
Carriage Top Dressing,
"Sun" Universal Varnish,

Peerless Copal Varnish, Copal Boat Varnish,
Hard Oil Finish, Elastic Oak.

Japans for Carriage Work, Gold Size,
Brown Japan, Black Japan,
Implement Varnishes.

Carriage Makers' Specialties,
Body Primer, Rough Stuff, Rub Lead.


Magnetic Dryer, Lacquers,
Bicycle Enamels, Shingle Stains.

Fillers—English and French,
Fillers—Dry, Liquid and Paste,
Single Coat Surfacers,
Ground Work, Graphite Iron Filler.

Paris Green, Carbonate of Copper,
Foundry Facings,
Graphite Stone Cement.

Pumice Stone, Smalts and Bronzes.

 TRIPLE STRENGTH COMPOUND TINTING COLORS FOR WHITE LEAD.
 DIAMOND GRAPHITE PAINTS FOR STRUCTURAL IRON WORK.

 Priced Catalogues furnished to the Trade on Application.

Manufacturers of _____

PAINTS...

DRY COLORS and
VARNISHES
and dealers in
WINDOW GLASS



Island City Floor Paint

Put up in 1 and 2-lb. tins; $\frac{1}{4}$, $\frac{1}{2}$, and 1 gallon tins.

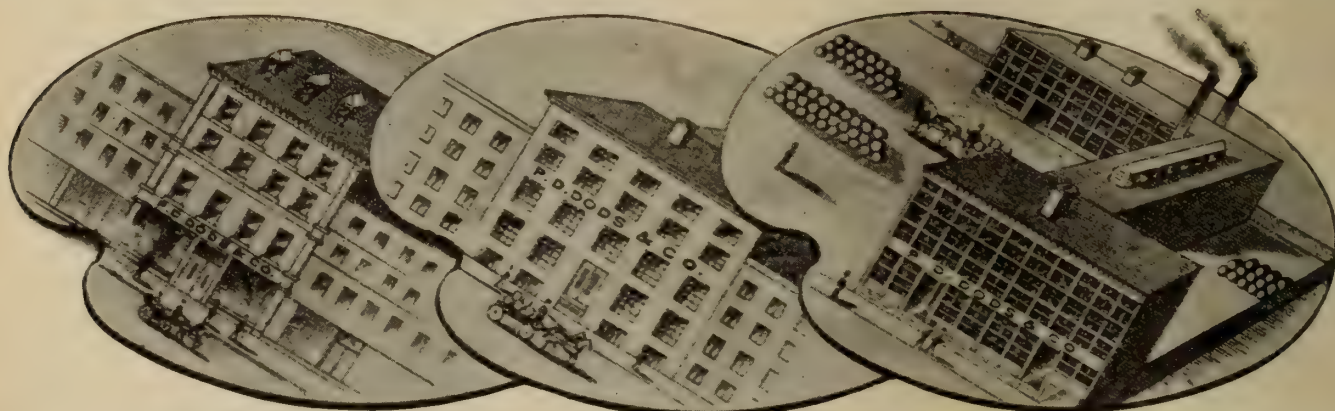
Island City House Paints

Ready for the brush. Send for Sample Card showing 42 colors.

NATIONAL AND MOUNTAIN CITY
READY MIXED PAINTS . . .



ISLAND CITY ENAMEL PAINTS
GLOSS CARRIAGE PAINTS, BARN PAINTS



Head Office and General Stores.

Glass Warehouse.

Island City White Lead, Varnish and Color Works

Oil Wood Stains, Water Stains, Prepared Kalsomine and Fresco Tints, Island City Liquid Oxide Roofing Paints, Fine Coach Varnishes, Island City Coach Filler.

P. D. DODS & CO.

Works: ST. PATRICK STREET

188 and 190 MCGILL ST. Montreal



People Who Paint

And know something about colors,
invariably find that our Prepared
Paints go farther and do better
work than any others.

They are

Popular Paints

because they are

Reliable . .

They are reliable because they are

Pure . .

They are the result of careful selec-
tion of best materials, faultlessly
prepared, combining harmony and
beauty with durability.

♦♦♦

Pure paints produce permanent popularity
All adulterations arrest artistic admiration
Imitations invariably incite intelligent indignation
Non-experience naturally nurtures negligence
Taste, tone tint together tell the tale
Superiority secures swift sales and sure success

WE INVITE COMPARISON

The James Robertson Co., Ltd.

Manufacturers

TORONTO

A. Ramsay & Son

EVERYBODY

— Montreal

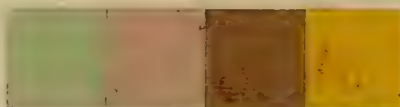


Established 1842



Enjoys a good race just as well as having good Paints, and the man who leads enjoys it most. Every man can be on the cheering side if he likes. The last glance we got of the race course it stood about like this.

48 COLORS
RAMSAY'S
UNICORN LEADS



48 COLORS
READY FOR USE



A. RAMSAY & SON-MONTREAL MANUFACTURERS OF **UNICORN BRAND**

WE MANUFACTURE . . .

Unicorn White Lead
Unicorn Mixed Paints
Unicorn Varnishes
Unicorn Oil Stains
Unicorn Enamels
Unicorn Kalsomine
Dry Colors
Printers' Ink
Mirror Plates



WE IMPORT . . .

Window Glass
Ornamental Glass
Artists' Materials
Paint and Varnish Brushes
Chamois Skins
Glues
Bronzes
Chalks and Fillers

and all requisites for Painters

A. RAMSAY & SON

— Montreal

It is not a fake !



BUT THE . .
WONDERFUL

.. COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

—We want you to handle—

It has nearly all the advantages of oil paint at only $\frac{1}{4}$ cost, and is easily applied, always producing a flexible enamel finish, which is indestructible and cannot be washed off.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

WE DO NOT REQUIRE TO PREACH A SERMON

ON THE ADVANTAGES
OF OUR

PURE PREPARED PAINTS

They have been in general use for past twelve years, and their sale to-day is much larger than it has ever been.

We give the very best quality
for a moderate price

ALSO MANUFACTURERS OF

Vulcanized Floor and Stoop Paints
Oil and Varnish Stains
Bicycle Enamels

Ordinary Enamels
Liquid Wood Fillers
Etc., etc., etc.

SANDERSON PEARCY & CO. 61, 63 & 65
ADELAIDE ST. WEST **TORONTO**

SOME NEW DESIGNS.

OUR representative, while being shown through the large and well-appointed wall paper factory of Colin McArthur & Co., Montreal, had a private view of some of the many new designs which they are preparing to submit to the trade during the coming season.

There is a growing tendency towards more courageous treatment and stronger colorings in wall decorations, and this will be more apparent when the new line of papers is put upon the market. Recognizing this bent in the public taste, Colin McArthur & Co. are preparing a line which, while it will contain all that is pretty and dainty in new colors, will also include a number of designs, Floral, Heraldic, Empire and Renaissance, done in more pronounced colorings to suit the tastes of those who prefer warm, bright effects.

Among the many stylish and effective patterns is a Persian lilac in almost natural colors, susceptible of a number of pretty combinations, in seven colors and a gold, with colored frieze and ceiling to match; a study in browns and yellows, and another in greens and mauves, with beautiful effects well brought out in a purely modern treatment.

There is also a very effective parlor decoration, the Bokhara clover, treated in purely French style, in which is a very beautiful scroll decoration from the top of the frieze extending to the cloud blend, producing a clever and pleasing departure from the overworked festoon arrangement which repeats itself so often in the designs of to-day. Another is a handsome Heraldic design in varnish gold and flitter gilts, brought out boldly on

the different shades of green and terra cotta grounds very suitable for halls, libraries, etc.

Ingrains in all the popular shades are much in demand, and when fitted with the handsome blended friezes which Colin McArthur & Co. are making, should more than hold their own this season.

While preparing an extensive line of fine wall papers, they have not neglected the cheaper goods, which show a large variety of patterns suitable for sitting rooms, dining rooms, halls, bed-rooms and kitchens, done in pretty colors, with matched borders and ceilings, and they say they expend just as much care upon the cheaper as on the finer papers.

In order to provide something novel and unique, different from the prescribed wall and ceiling combination in wall paper, they have imported from England a large stock of Anaglypta. This classic term is derived from the ancient Greek, meaning "raised engraved work," and the designs produced are marvels of the beautiful in bas-relief.

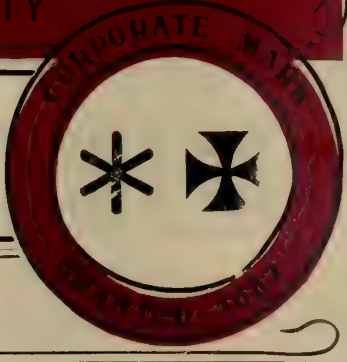
A most artistic catalogue of 130 pages, showing beautifully executed engravings of Anaglypta designs and giving all instructions as to decorating and hanging, will be sent to the trade on application.

Mathematical calculations show that an iron ship weighs 27 per cent. less than a wooden one, and will carry 115 tons of cargo for every 100 tons carried by a wooden ship of the same dimensions and both loaded to the same draught of water.

JOSEPH RODGERS & SONS, LTD.

CUTLERS TO HER MAJESTY

PLEASE SEE THAT THIS
EXACT MARK IS ON
EACH BLADE.



UPHELD BY INJUNCTION
IN THE COURT OF CHANCERY.

Sole Agents for Canada

JAMES HUTTON & CO. - Montreal

KEMP Manufacturing Co.

Toronto

SEASONABLE GOODS



For the Dairy

Creamer Cans and Trimmings; Creamer Taps and Gauges; Dairy Pails, Heavy Retinned; Factory Milk Cans and Trimmings; Milk Pans, Tin and Enameled.



Enameled Ware

TWO BRANDS
TWO LABELS

Granite Steel Ware. Diamond Ware.

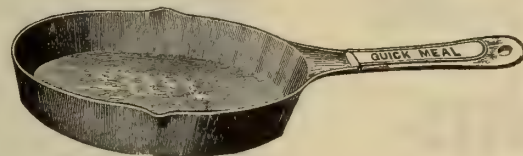
Every piece will give satisfaction.



Copper

Royal Copper Tea Kettles—Highly polished and nickel-plated. Nos. 7, 8, 9, pit or flat bottom. Each one packed in a cardboard box, neatly labelled.

Copper Tea and Coffee Pots—Highly polished and nickel-plated. Attractive and durable. Each one in a cardboard box, neatly labelled. Pints—3, 4, 5, 6.



Steel Goods

Quick Meal Fry Pans and Spiders—Body and handle in one piece. Highly polished.

Steel Kitchen Sinks.

Oil Stoves

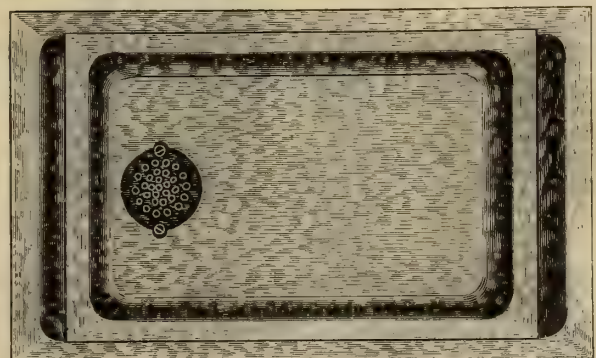
Victor Oil Stoves have stood the test. Wick, $4\frac{1}{2}$ inches. Cast Iron Bottoms. Full size. No leakage, no smoke, no smell; 1, 2 and 3 $\frac{1}{2}$ Burner. Extension Tops and Ovens to fit.

Galvanized Ware



Galvanized Buckets.
Galvanized Steel Sinks.
Galvanized Chamber Pails.
Galvanized Refrigerator Pans.
Galvanized Tornado Oil Cans.
Galvanized Refrigerators.

MACHINE OILERS



Enameled Steel Sinks

Just out; try a sample. They are the **neatest** and **cleanest** thing of the kind ever put upon the market.

THE

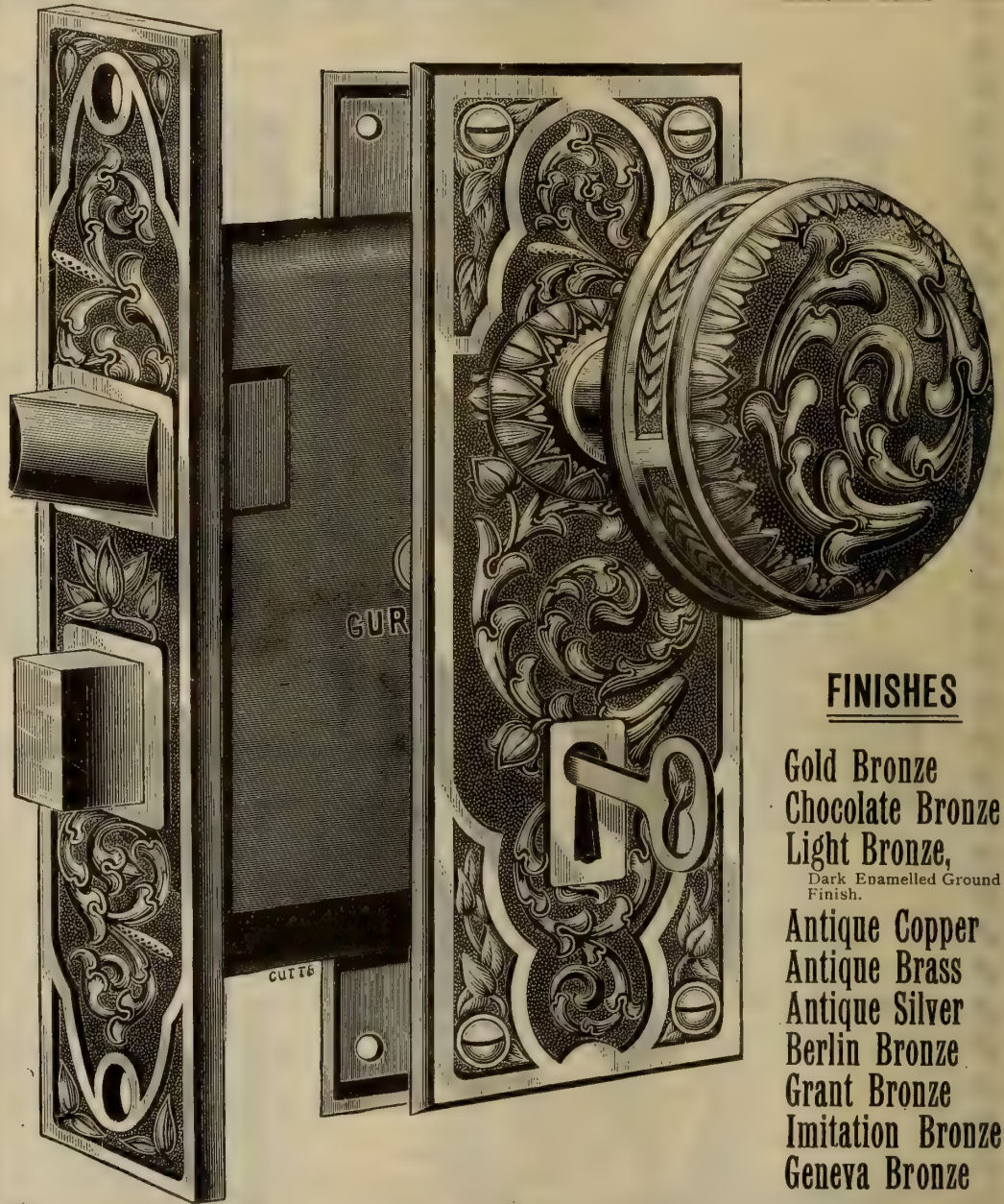
Gurney, Tilden Co. Ltd.

HAMILTON, ONT.

Manufacturers
of . . .

Locks
Knobs
Escutcheons
Butts and
Builders'
Hardware

Especially adapted
for Fine
Residences and
Public Buildings.



FINISHES

Gold Bronze
Chocolate Bronze
Light Bronze,
Dark Enamelled Ground
Finish.
Antique Copper
Antique Brass
Antique Silver
Berlin Bronze
Grant Bronze
Imitation Bronze
Geneva Bronze

We have pleasure in announcing that we have this year added to our already large line of **Locks, Knobs**, etc., many New and Handsome Designs, which put goods of our manufacture far in **advance** of all competitors.

We excel in WORKMANSHIP and FINISH

COLIN McARTHUR & Co.

MANUFACTURERS OF



We have in Stock a Complete Assortment in all Grades.

Browns

White Blanks

Plain Bronzes

Embossed Bronzes

Plain Ingrains

Browns, Grounded

Glimmers

Varnish Bronzes

Embossed Varnish Bronzes

Printed Ingrains

CEILINGS AND BORDERS TO MATCH

Sole Agents in Canada for

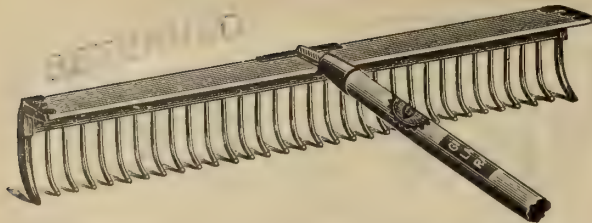
ANAGLYPTA

FACTORY : 15-21 Voltigeur Street

OFFICE : 1030 Notre Dame Street

Montreal

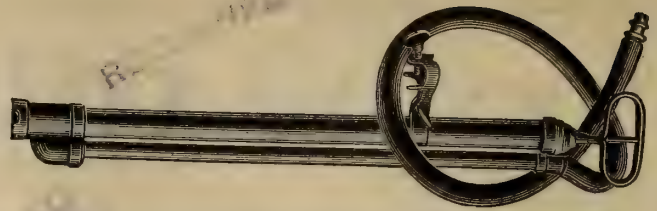
 Samples sent to the trade on application



Gibbs Lawn Rakes

Also **Queen** All Wire and **King** Wood Teeth.

1
8
9
6



Brass Spray Pumps

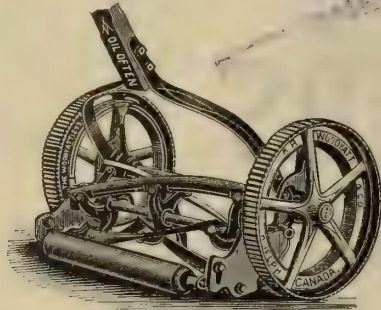
No. 50, with Hose.



Zinc, 18 x 1 1/2, Rose only.

Garden Syringes

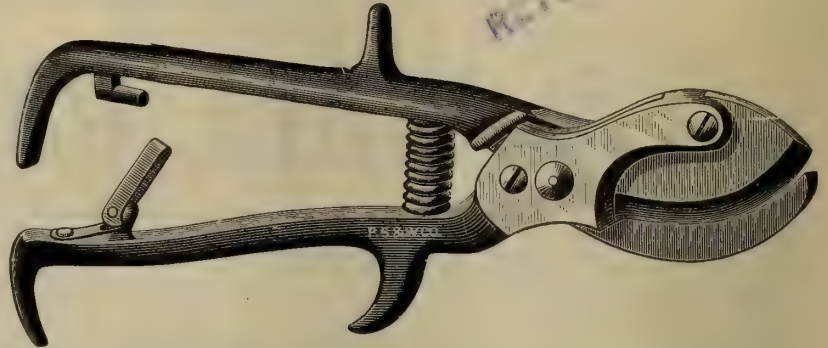
Brass, 18 x 1 1/2, Rose and Jet.



Lawn Mowers

WOODYATT'S - WARRANTED

High Wheels, 12, 14, 16, 18 and 20 in.



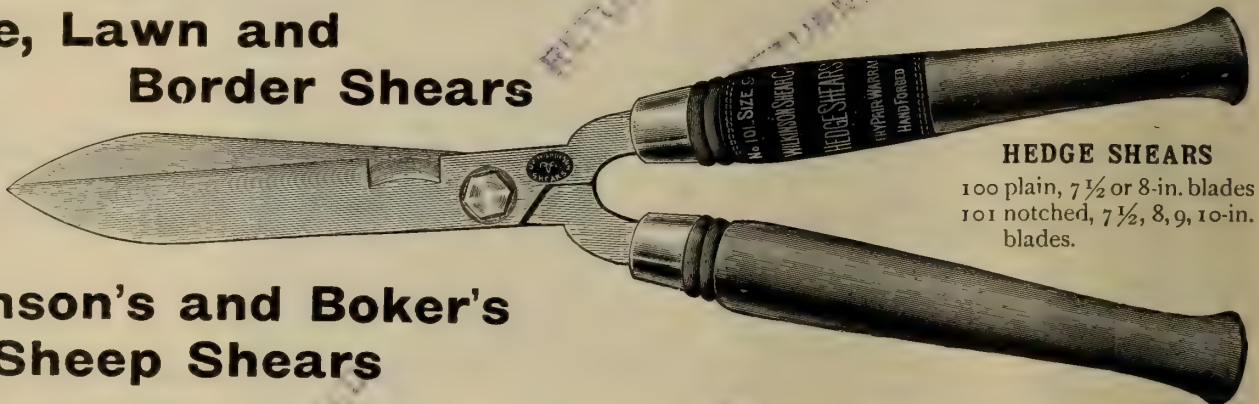
Pruning Shears

American or German.

Good Assortment.

Hedge, Lawn and Border Shears

ALSO



HEDGE SHEARS

100 plain, 7 1/2 or 8-in. blades
101 notched, 7 1/2, 8, 9, 10-in. blades.

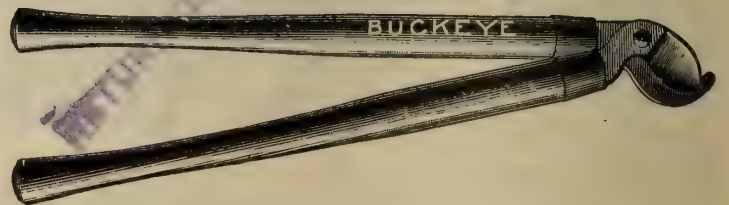
Wilkinson's and Boker's Sheep Shears



Kent's

Triumph Corn Planters

With or without Pumpkin Seed Attachment.



Buckeye Pruners

Buckeye, 1 x 26 in.

Tree Pruners, with 6, 8 or 10-ft. handles.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

Toronto

GRAHAM CUT AND WIRE NAILS ARE THE BEST.



The MacLean Publishing Co., Ltd.

TRADE NEWSPAPER PUBLISHERS,
AND
FINE MAGAZINE PRINTERS.

J. B. MACLEAN,	HUGH C. MACLEAN,
President.	Sec.-Treas.
TORONTO, - - - - -	26 Front St. West.
MONTREAL, - - - - -	Board of Trade Building.
	Telephone 1255
LONDON, ENG., - - -	Canadian Government Offices,
	JOHN CAMERON, General Subscription Agent.

Subscription, \$2.00.

Published Weekly.

VOL. VIII. MONTREAL-TORONTO, APRIL 25, 1896. No. 17.

THE DUTY OF BUSINESS MEN.

CANADA will in a few weeks be in the throes of a general election campaign. The responsibilities of the business men of the country are great on all such occasions, but probably never before in the history of the Dominion were they as great as they are now.

Government by party there always will be; and it is necessary that such should be. The evil arises when party is given the first place: when the country and the business interests of the country are made subservient to party exigencies.

The Parliament which has just passed out of existence by lapse of term has been one of the weakest since Confederation: It was marked by its preponderance of the professional politician of the ward type. And what was the character of the House, became, during the last year or two, to a large extent, the character of the Cabinet.

Just as there is a preponderance of the ward politician element in Parliament, or any other governing body, just as surely is there an absence of that practical business element so necessary for wise legislation.

The retiring Parliament has been no exception to the rule. Legislation in the interests of the business of the country it has ignored persistently, and when it has attempted legislation for the business interests its efforts have been so clumsy, crude and foolish that the merchants and manufacturers of the country have been goaded into indignation.

Its sins of commission are bad enough, but its sins of omission are even greater.

There is an universal desire among the business men of the Dominion to make the next Parliament more like what it should be, and as a result we see a large number of mercantile men being nominated by the respective parties for parliamentary honors. It is to be hoped that on election day the old party feeling will not be allowed to well up and drown the better instincts.

The question as to whether this or that candidate is a Grit

or Tory should not be the determining factor. The matter of tariff is at least of secondary importance.

The question that ought to decide the vote is this: Is Mr. Blank possessed of practical business common sense? If at the party conventions for the nomination of candidates each merchant exerts his influence for the nomination of the desirable class of men, he will probably be saved the humiliation of casting his ballot against his party.

Until the business men will vote for practical business men first and party second we can never expect to see the business interests of the country looked after as they should be. And then—it does not matter whether we have Conservative or whether we have Reformer in power at Ottawa—we shall see business men at the head of the business departments, and not the lamentable contrary as is now so much in evidence.

BARB WIRE BACK TO THREE DOLLARS.

DEALERS who have during the last few weeks acted upon HARDWARE AND METAL'S advice and bought barb wire, plain twist and staples are to-day $12\frac{1}{2}$ c. per 100 pounds in pocket, prices during the week having been advanced by that amount.

The price in Ontario of the articles enumerated is now \$3 per 100 pounds, and it was decided upon at a meeting held in Toronto on Monday last.

HARDWARE AND METAL understands that some of the members present at the meeting endeavored to fix the price of barb wire at \$3.12½ per 100 lbs., the same as for the Province of Quebec, but this was overruled by the majority, who feared that such a figure would result in importations of American wire.

At the figures now obtaining it is scarcely probable that American wire will be brought into Canada. Even allowing a 10c. freight from United States points into Canada, it would not pay the dealer in this country to bring in the American article. The fact that the price has been advanced at all in Ontario is evidence enough of this, for the manufacturers have determined to meet American competition at all costs.

At \$2.87½ per 100 pounds, which has been the figure ruling since March 19th, the manufacturers assert that they have been losing \$2 per ton. As the advance of $12\frac{1}{2}$ c. per 100 pounds is equal to \$2.50 per ton it is obvious that the manufacturers are only now about making "two ends meet."

It is safe, therefore, venturing to say that if the present steadiness in the American market results in higher prices, at least the Ontario makers will follow suit. And according to our exchanges, the tone of the market on the other side continues to improve as a result of the "disposition of manufacturers generally to adhere to the newly adopted higher prices which now prevail."

Hardwaremen in this country should keep their eye on the American market. It will be worth watching.

THE EARLY CLOSING MOVEMENT.

The early closing movement in Montreal is spreading. The committee have received notification that the Councils of St. Henri and Ste. Cunegonde are in favor of the early closing movement. The aldermen in Mile End, owing to the majority of the merchants being against the movement, have decided not to bring the matter before the Council. The committee have

decided to take it up again at a future date. To celebrate the coming into force of the early closing movement, it has been decided to hold a banquet early in June in the Richelieu Hotel, at which Mr. O. M. Auge, M.P.P., who has done so much for the movement, will be the guest of the clerks. The Mayor and City Council will also be invited, and it is expected that the Hon. Mr. Chapleau, the Lieut.-Governor of Quebec, will be present.

A SLUGGISH DEPARTMENT.

THE deliberate manner in which the Customs authorities at Ottawa dispose of business that it has in hand would make even a snail turn green with envy.

Some time last summer **HARDWARE AND METAL** pointed out that there was a difference of opinion between the importers of Scotch drain pipe and the Department regarding the latter's estimate of the proper market price in Scotland. The importers contended that the scale on which the duty was assessed was based on abnormal values prevailing during the extended labor troubles in 1894-95. Accordingly, they paid their duties under protest and have continued doing so ever since.

The Department, after repeated urgings for a hearing, made up its mind to send another officer across the water to investigate again. It took until late last fall, or over four months, to arrive at this decision, and though the officer has returned for some time the trade have not been notified at all as to the tenor of his report.

Three weeks ago a leading Montreal importer wrote, asking when the Government proposed to act, and did not receive any reply. He decided then to write the Hon. Minister of Trade and Commerce, and now hopes that it will have the effect of arousing the Department officials from the leisurely course they have pursued so far in this matter.

If an ordinary business firm transacted business in such a way it would not exist a year.

It only emphasizes what has been repeatedly urged in these columns—send more business men to Parliament.

AN EVIL IN THE LIQUID PAINT TRADE.

IT IS not generally considered in accordance with good business ethics to take back an article after it has once been sold, particularly when its quality has not been misrepresented.

There are, however, it seems, some houses in the paint and oil trade that frequently ignore this principle.

Their *modus operandi* is something like this: Their traveler calls upon a retailer and solicits orders for liquid paints. On the latter's shelves are a number of tins of paints, some of them quite probably brands not now much used. In order to effect a sale the traveler will offer to take the tins of paint in question, whether they were originally put up by his house or not, and allow full original invoice price.

This practice is one that has gradually been growing for some years. But that does not make it any more legitimate.

The retailer is not to be blamed. It is quite natural that he should take advantage of an opportunity of getting rid of goods which have been over-long on his shelves. But it is possible he may not be the gainer that at first blush he would appear to be.

When A & Co. permit their traveler to take off the retailer's hands the paints put up by B & Co., it is not born of any commiseration for the retailer. On the contrary, it is born of a desire to get him in the position where he will be under an

obligation to them, and hence that they can secure and hold his trade. And the object to have and to hold his trade is to make money out of him.

Everybody knows that the margin of profit in the paint and oil trade is as a rule small. Consequently, no house can afford to lose money, as is certainly the case under the conditions cited, without making it up in some other way. It is made up, too; and it naturally follows that the retailer who has been so magnanimously (?) treated is taxed a little extra here and a little extra there to make up the amount.

No retailer should be tied down to any one house. He may find it advantageous to deal with one house. But that is not being tied down. Being under an obligation to or tied down to one house sometimes means being handicapped in buying, a position no retailer can afford to be in.

HARDWARE AND METAL is convinced that if retailers were to make a special drive on paints which have got a little out of date they would be none the worse off in the long run.

As far as the manufacturers and wholesalers are concerned they should forbid their travelers to continue the practice, especially when it goes to the extreme of taking over the liquid paints of a rival house with a view to depriving it of a customer. By fair means every house should try and extend its trade; but by foul means never. There is a morality for the firm as well as a morality for the individual. There is honor in war, except among savages; and there should be honor in business. Let there be in future among the manufacturers and wholesale sellers of liquid paints.

LIKELY TO HAVE A BANKRUPTCY LAW.

THE business men in the United States, like those in Canada, have for years been trying to induce Congress to pass a bankruptcy law. But time and again have they failed in their purpose. The prospect of securing the desideratum is now, however, brighter than it has been for some years, at any rate, the Judiciary Committee of the House having favorably reported what is known as the Torrey Bankruptcy Bill.

This bill is a comprehensive measure, and much care and thought is exhibited in its preparation. As the opposition to it is weak it seems a foregone conclusion that it will at least pass the House. How it will fare in the Senate we are not in a position to state.

Although a United States measure, the bill is of more or less interest to Canadians, and particularly those who are favorable to a bankruptcy law for the Dominion. It is, therefore, in order for us to outline some of its principal provisions.

Two descriptions of bankrupts are provided for under the bill: voluntary and involuntary. A voluntary bankrupt is described as one who petitions to be and is adjudged such; an involuntary bankrupt is one who has been adjudged such in a suit brought by his creditors. Anyone except corporations, irrespective of whether they owe more or less than \$1,000, may become a voluntary bankrupt. Persons, firms and corporations (except farmers and wage-earners) who owe \$1,000 and more, and have committed an act of bankruptcy, according to the evidence in a fair and impartial trial, before a jury if desired, may be adjudged bankrupts upon the petition of creditors.

There are nine grounds upon which a debtor may be thrown into bankruptcy by his creditors. Briefly, however, an act of bankruptcy by a debtor consists of conduct calculated to de-

fraud the creditors, or insolvency followed by a protracted default of payments due, or a failure to prevent an equitable distribution of the estate.

A unique feature of the bill is that it provides for the voluntary bankruptcy of wage-earners and farmers. Whatever may be the wisdom of this provision, especially as far as the wage-earner is concerned, it obviously prevents the charge of class legislation being levied against the bill.

A petition can be filed against a debtor who has committed an act of bankruptcy by three creditors who together have unsecured claims for over \$500; if they are less than twelve creditors, one of them holding such a claim may file the petition.

One of the most commendable features of the bill is that which forbids preferences being given, and those which have been given may be set aside if proceedings intervene within four months after they have been given.

A petition for a discharge may be filed by a bankrupt, not a corporation, after two and within the next four months, after the adjudication or conditionally within the next six months, but not afterwards. The discharge will be granted unless the bankrupt has been convicted of having committed some one of the acts forbidden by the bill, namely, given a preference which has not been surrendered, knowingly made a false statement in writing for the purpose of obtaining credit, made a fraudulent transfer of his property, or fraudulently destroyed or neglected to keep books or records showing his financial condition. Discharges fraudulently obtained may be set aside upon application two years after they were granted.

ANOTHER STAGE IN THE FAST ATLANTIC SERVICE

ABOUT the last act of the Canadian Senate before it prorogued on Thursday was to pass a bill renewing the Act relating to the subsidizing of a fast Atlantic steamship service.

The original Act, it will be remembered, was passed in 1889, and fixed the subsidy at \$500,000 per annum. In 1894 this Act was amended by the amount of the subsidy being increased to \$750,000. Since then the Imperial Government has consented to supplement by one-third the amount that may be given by the Canadian Government. This decision of the Imperial authorities has of course greatly increased the possibility of the proposed service being realized.

The original Act stipulated that the fast line should call at a French port, but in the amended bill which passed the Senate on Thursday, the clause governing this was expunged, as the Government has decided to subsidize, to the amount of \$50,000 annually, a direct line of steamers between Canada and Boulogne or Havre and thence to Antwerp, Belgium. This latter line is to run fortnightly, and the steamers are to have a carrying capacity of 2,500 tons with cold storage compartments. The Canadian terminus is to be Montreal in summer and Halifax and St. John in winter.

The fast weekly service will have its terminus in Canada at Halifax, and the contractors will have the option of calling at St. John, Quebec or Montreal. The contracts for the service have yet to be awarded, but it is expected that within a year or two there will be plying between this country and Great Britain a line of steamers that will bring the European continent twenty-four hours nearer the American continent than can the fast line now running out of New York, the ocean voyage being much shorter by the Canadian port.

PROPOSED NEW WINDOW SHADE FACTORY.

THE starting of first-class legitimate companies is always a cause for congratulation. The field is ever widening and Canada is bound to be in the front rank as a manufacturing country, not only to supply her own increasing wants, but to export largely.

A study of the situation in window shades is interesting. Several years ago there were four manufacturers in Toronto. To-day only two. The firms formerly in business were Macfarlane, McKinlay & Co., Hees & Co., the National Manufacturing Company and the Canadian Window Shade Company. The first-named company dissolved partnership, and Mr. Macfarlane formed a fresh company, while A. R. McKinlay & Co. and the two smaller firms went out of business.

The Macfarlane Shade Co. ultimately sold out to Menzie, Turner & Co. who, jointly with Hees, Son & Co., were the only makers of window shades until last year, when the Toronto Shade Co., with every promise of success, appeared on the scene. A short time since this company was bought out, lock, stock and barrel, by one of the existing companies for reasons best known to themselves, but which were obvious to outsiders.

It is understood that the two firms now in business work in perfect accord, and the idea has been conceived by certain capitalists that there is room for a third company that will aim at making the very best class of goods, and avail themselves of the latest improvements in machinery for shade making. Accordingly a new and a strong company is being formed, and the promoters will shortly apply for a charter.

HARDWARE AND METAL understands that a large factory in the east end, and well known as a paint factory, is likely to be the site of the new company's operations, and this fact, if established, indicates that these will be on an extensive scale.

DEATH OF JOHN SIM.

ONE of the best known and most popular master plumbers in Toronto died on Friday of last week in the person of John Sim, 145 Church street. The cause of his death was cancer of the stomach. About three years ago while at work upon a contract which he had secured in Brockville he over-strained himself while assisting to lift a heavy weight. That was the beginning of his sickness. Several operations were performed, but all to no purpose, deceased gradually sinking away till the end came, as already stated.

At the time of his death the once robust man was a perfect skeleton, and his most intimate friends would not have recognized him. The interment took place on the day following his death, the 18th inst. Among the master plumbers who were present to pay their last respects to the memory of a confrere were: W. J. Burroughes, president of the Master Plumbers' Association; John Ritchie, W. J. McGuire, W. B. Malcolm, John Wright, Joseph Wright, Thos. Cook, Robert Ross, Walter Mashinter. Messrs. Burroughes and Mashinter were the pallbearers representing the plumbing trade.

John Sim learned his trade as plumber in Glasgow, Scotland. On coming to Canada he was employed for a time with Adam Clark, of Hamilton. Then he was with W. J. McGuire, of Toronto. About thirteen years ago he formed a partnership with W. Quigley, the firm's place of business being in Bay street. When the firm was dissolved deceased carried on business for himself in Richmond street, eventually removing to Church street.

TORONTO MASTER PLUMBERS' ASSOCIATION.

A SKETCH OF THE ORGANIZATION AND ITS OFFICERS.

THE work done by an association of business men or any other men is not always relative to its age. Some associations have many years' existence, but little fruit to show; others



W. J. BURROUGHES, President.

have but a brief existence to point to, but of fruits they can boast many. The Master Plumbers' Association of Toronto is of the latter description. The idea of an association was no doubt conceived of years before, but the organization itself was only born in 1885. The master plumbers who were the prime movers in bringing this about were: Messrs. Joseph Wright, W. J. McGuire, John Ritchie, A. Fiddes, H. Hogarth, John Sim and W. J. Burroughes.

An association that has not some well-defined object for its existence has but a short time to live. The Master Plumbers' Association of Toronto came into the world with a well-defined object. To quote a remark of one of its sponsors: "It was to encourage the use of a better class of plumbing and to formulate the present Plumbing By-law."

The meeting which culminated in the formation of the association was held in the office of Bennett & Wright, Queen street east, when A. Fiddes was elected president and W. J. Burroughes, secretary. Mr. Fiddes was president for three years, when Mr. Burroughes was elected to the office. The year following, 1889, Mr. John Sim was president. In 1890 the chair was filled by Mr. W. J. Guy. Then followed Mr. Joseph Wright, and he in 1895 gave place to Mr. Thomas Cook.



T. WORTHINGTON, 2nd Vice-President

The association as organized in 1885 soon had all the leading plumbers in the city enrolled as members, and the organization was in a fairly healthy condition until 1895, ten years after its birth, when, through internal dissensions, it practically became defunct. The dissension was

over the Plumbers' By-law which the association had formulated and succeeded in carrying through the City Council some years before.

Briefly, this by-law regulates the plumbing trade of the city, particularly in regard to the adoption of standard weights and quality of plumbing, and to see that a proper system of ventilation is carried out. Under this by-law, all work is supposed to be up to a certain standard. For instance, no cast iron pipe can be used that weighs less than 45 pounds to the 5-foot length. Lead pipe, $\frac{1}{2}$ -inch, 6 lbs. to the yard; $\frac{3}{8}$ -inch, 4 lbs. to the yard; $\frac{5}{8}$ -inch, 8 lbs. to the yard, and proportionately heavy as the sizes increase. The by-law also sets forth that every master plumber shall take out a license before plying his trade. The license fee is \$10, renewable yearly, and in addition to this the applicant must furnish two securities of \$1,000 each. The licensed plumber who violates the law is liable, on the first offence, to a fine not to exceed the sum of \$50. For a second offence his license is to be cancelled. Without a license it is declared that no one shall be permitted to carry on the trade of a master plumber.

The by-law is generally considered to be the best on the American continent, but like all by-laws it has weak spots; but the weakness of the instrument in question is more in the manner of its enforcement than from any cause inherent in itself. One of the clauses of the by-law, for instance, calls for a qualifying examination of the applicant for a license. For a while this clause was observed in the letter, the examining board being composed of master plumbers. Of late years, however, this provision of the by-law has been honored more in the breach than in the observance, and to-day a butcher or a baker can as readily secure a license as a qualified plumber, provided he has the necessary \$10 and can furnish securities for the stipulated amount.

The dissensions which arose in the association last year and caused its collapse were because of the way in which the license clause of the by-law was carried out. One party wanted a vigorous enforcement of the law in this particular; the other took the opposite view. The ultimate result was that for nearly a year a meeting could not be held because of the want of a quorum.

In February last, however, a complete re-organization of the association was effected, with a policy more vigorous than ever.

The officers of the association as re-organized are:

President—W. J. Burroughes.
First Vice-President—J. B. Fitzsimons.
Second Vice-President—Thos. Worthington.
Treasurer—Alex. Fiddes.
Secretary—F. W. Armstrong.
Corresponding Secretary—Thomas Cook.
Sergeant-at-Arms—J. E. Knott.

The association is now in a better position than it ever was: The membership is about 50, and this includes practically every legitimate plumber in Toronto. The chief planks in the platform of the association are the remodelling of the Plumbing By-law and securing an agreement with the manufacturers with a view to getting the latter to discontinue supplying consumers. The association may not have all its desires gratified, but it will

a great many of them if there is a continuance of the same enthusiasm and unanimity which are now so much in evidence.

THE OFFICERS OF THE ASSOCIATION.

A sketch of the Master Plumbers' Association of Toronto would scarcely be complete without at least a brief reference to the officers now guiding its affairs.

W. J. Burroughes, the president, began his plumbing career in London, Eng., in 1862, when he entered the service of Childerhouse & Co. as an apprentice, the senior member of the firm being his uncle. For two years after serving the stipulated seven years he was in the service of different firms, a goodly part of which time he was employed on works in several of the leading Continental cities. In 1870 Mr. Burroughes decided to seek his fortune in the New World. The first scene of his labors on this side of the Atlantic was New York, where he was engaged on the new Court House, then in course of erection in that city, the late J. M. Hetherton, afterwards publisher of The Plumbers' Trade Journal, being the contractor for the plumbing and heating work. In 1873 Mr. Burroughes came to Canada, settling in Toronto, where, except



J. B. FITZSIMONS, 1st Vice-President.

for a couple of brief sojourns in the United States, he has since lived. His first employment in Toronto was with John Ritchie, now the John Ritchie Plumbing and Heating Co. The year 1878 saw him branching out as a master plumber, his place of business being in Queen street west, near Spadina avenue. In that place he remained 17 years, only leaving it last year when he removed his show-room and offices to 32 Adelaide street west,

where he carries on a general plumbing, steam-heating and gas-fitting business. Mr. Burroughes was appointed by the Toronto City Council one of the experts on plumbing, heating and ventilation for the new City Hall and Court House now in course of erection. Mr. Joseph Wright, of the Bennett & Wright Co., Ltd., was the other expert. These two gentlemen are also on the examining board for plumbing inspectors. Mr. Burroughes is a member of the Toronto Board of Trade.

J. B. Fitzsimons, the first vice-president of the association, is president and manager of the Keith & Fitzsimons Co., Ltd., 111 King street west. Mr. Fitzsimons began life as a plumber over 36 years ago, in the same firm of which he is now a member, and in the same building in which his firm still does business. The style of the firm was then Thompson, Keith & Co. From apprentice and journeyman, Mr. Fitzsimons ultimately became a partner, when the firm name became D. S. Keith & Co. About 20 years ago Mr. Keith retired, when the firm name became Keith & Fitzsimons, the firm being composed of the retiring partner's son, Mr. Alex. Keith, who had hitherto been an employe, and Mr. Fitzsimons. About four years ago the firm was turned into a joint stock company, with the subject of this brief sketch as president and manager, and his son Wilmot, secretary-treasurer. The firm, besides carrying on a general plumbing, steam and hot water heating business, manufactures gas and electric fixtures and plumbers' and engineers' brass work.

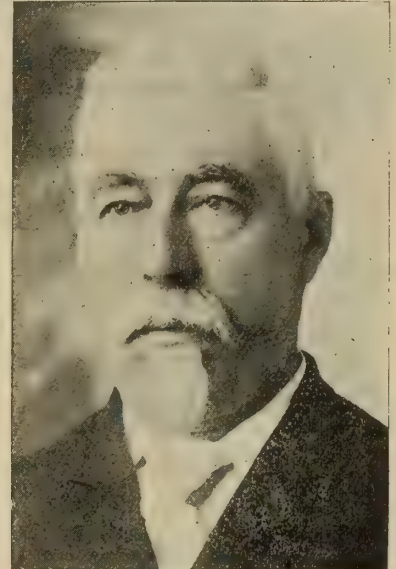
Thomas Worthington, the second vice-president, is a member of the firm of Worthington, Garratt & Armstrong, plumbers,

steam and gas fitters, 128 Bay street, Toronto. He is a graduate of that school of good plumbers and steam-fitters, the Keith & Fitzsimons Co. He began his career about 10 years ago as a steam-fitter, and he has ever since made a specialty of that branch of the trade, in which, as a friend of his remarked, "he is quick and clever." About three years ago, in company with the late Mr. Garratt, he bought out the business of E. Larter, the style of the firm becoming Worthington & Garratt. About a year ago Mr. F. W.

Armstrong became a partner, the firm name becoming Worthington, Garratt & Armstrong, as which it still remains, notwithstanding the death of Mr. Garratt.

Alex. Fiddes, the treasurer of the Master Plumbers' Association, got his first lesson in wiping joints in Edinburgh, Scotland. That was about 40 years ago. After finishing his apprenticeship he worked as a journeyman in the three kingdoms—England, Ireland and Scotland. Twenty five years ago he came to Canada, settling in Toronto. After working ten years as a journeyman, he formed a partnership with Mr. Henry Hogarth, the style of the firm being the same as it is to-day, namely, Fiddes & Hogarth. Their present place of business is 50 Jarvis street, where they have been about five years. Their original premises was directly across the street. Mr. Fiddes has always taken an active interest in association work among the plumbers, and was one of the promoters, and the first president, of the original Master Plumbers' Association. Fiddes & Hogarth are general plumbers and gas and steam-fitters.

F. W. Armstrong, the secretary, is a member of the firm of Worthington, Garratt & Armstrong, 128 Bay street. It is about a year since he became one of the partners. For eight years previous to that he was with the Gurney Foundry Co., Ltd., of Toronto, as traveler, where he mastered the principles of furnace work and hot water heating. This latter branch he made a specialty. Mr. Armstrong is the office man of the firm, and in that capacity pays a good deal of attention to specifications for work.



A. FIDDES, Treasurer.



F. W. ARMSTRONG, Secretary.



Highly recommended by leading Engine Builders and Engineers for Rolling Mills, Paper Mills, Flour Mills, Saw Mills, Cotton Mills, Steamship and Railroad use, and all kinds of Machinery Bearings.

OFFICE OF WM. KENNEDY & SONS.

OWEN SOUND, ONT.

Sole Agents and Manufacturers in Canada of The "New American" Turbine and Replogé's Patent Electric Water-Wheel Governor.

April 4th, 1896.

MESSRS. LAMPLOUGH & McNAUGHTON, MONTREAL.

DEAR SIRs,—Replying to yours of 24th ult., we have used "Beaver" Bearing Metal for some time in our heavy work and find it in every way satisfactory.

Yours, etc., W. KENNEDY & SONS.

OFFICE OF THE McCLARY MFG. CO., LONDON, ONT.

April 4th, 1896.

MESSRS. LAMPLOUGH & McNAUGHTON, MONTREAL :

DEAR SIRs,—In response to your enquiry re "Beaver" Metal, I beg to say that we have been using same for several months on some of the most trying places in our factory and find it has given entire satisfaction.

Yours truly, J. H. HERRICK,
Supt. McClary Mfg. Co.

OFFICE OF ALEX. FLECK, JR., OTTAWA, ONT.

Manufacturer of Mill Machinery, Water Wheels, Steam Engines and Boilers.

April 8th, 1896.

MESSRS. LAMPLOUGH & McNAUGHTON, MONTREAL :

DEAR SIRs,—I have received the last lot of "Beaver" Metal all right. I have much pleasure in stating that the "Beaver" Brand Metal which I have been getting from you has proven perfectly satisfactory and I would prefer it for durability and smooth running to some of the so-called higher grades of Babbit Metal.

Yours truly, ALEX. FLECK.

For sale by all dealers in 50 and 100-lb. boxes and 5-cwt. casks.

LAMPLOUGH & McNAUGHTON,

Sole Agents, 59 St. Sulpice St. - MONTREAL.

A Complete Lavatory

The cut shown illustrates our Patent

COMBINED BATH AND WASH BASIN

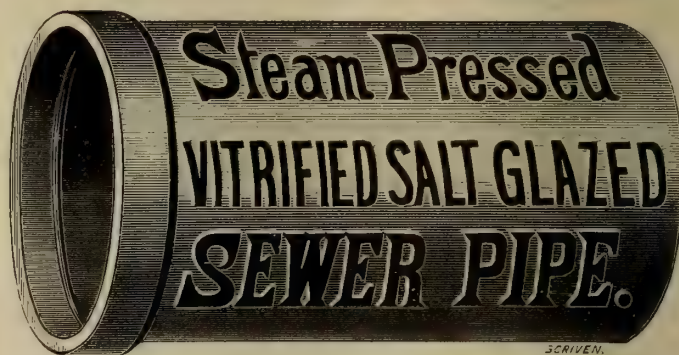


Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO



Culvert and . . . Railroad Pipe

FLUE LININGS

Send for Price Lists and Discounts.

ROUND, OVAL AND SQUARE

The _____

HAMILTON AND TORONTO SEWER PIPE CO.
LIMITED

Head Office, - HAMILTON, ONT

GARTH & CO.

536 to 542 Craig Street

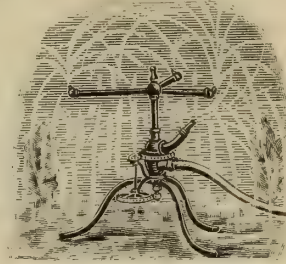
Montreal

Headquarters for and Manufacturers of

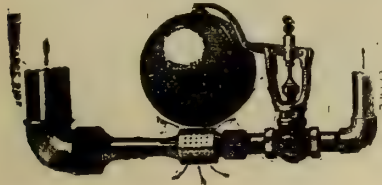
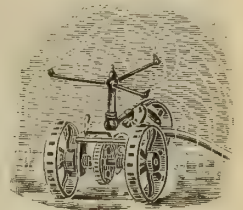


THE
Boston Safety Ball Cock

The
"Twin Comet"
Lawn
Sprinkler and



"Little Giant"
Traveling
Lawn
Sprinkler



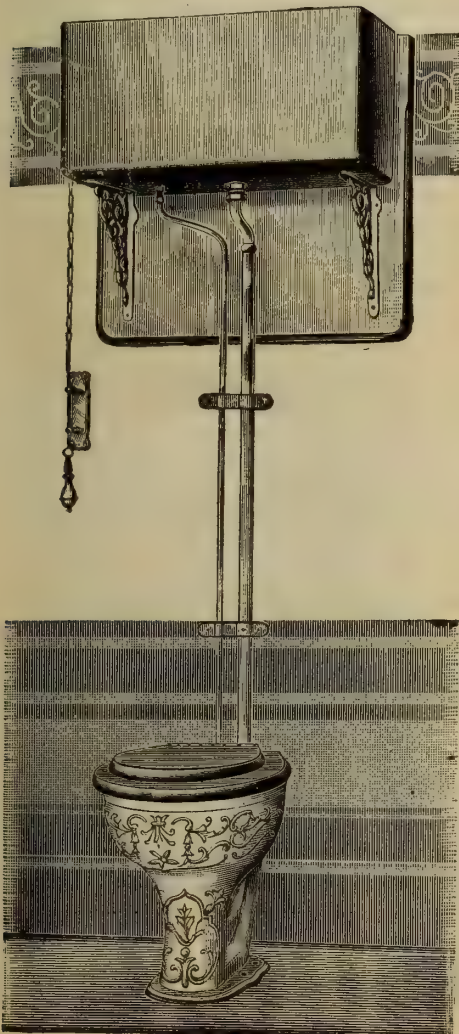
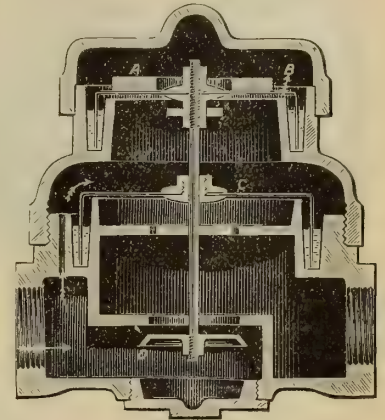
A CELLAR DRAINER THAT DRAINS

The Braender Jet Pump and Cellar Drainer
is the surest, best and cheapest way of keep-
ing your cellar dry.

Imperial Gas Governor . . .

Patented
Great Britain,
Canada and
United States.

An Automatic Device—Controlling the Pres-
sure of Gas, whether used for Gas Stoves, Gas
Fire Logs, Gas Engines, and for all Manufacturing
and Illuminating Purposes.



Nothing Succeeds Like Success

Our imported Belmont syphon
jet closet is a full-fledged success. It has advan-
tages over all others—to be brief :

It has a larger pool of water,
both in area of surface and in depth. It has a
greater trap seal, a stronger flush, a larger outgo--
a---but why continue? Take this into your "seri-
ous consideration" before advising your customer.

Price, as illustrated, \$47.50.

Write for discount.

THE YOUNG & BRO. CO. LTD.

HAMILTON.

MONTREAL MASTER PLUMBERS' ASSOCIATION.

A SKETCH OF THE ORGANIZATION AND ITS OFFICERS.

WITH germs by the million in the air, and the discovery of a new tribe of them every second day or so, human-



JOSEPH LAMARCHE, President.

ity now admits the importance of plumbing. The man who laughs at the necessity of sanitary science nowadays is at once set down as a fit denizen for Africa or some other uncivilized spot where the residents have to get accustomed to malaria and other forms of disease. In Montreal such people are few and far between; and for this reason the importance of the Master Plumbers' Association of Montreal, and the good work they are doing, and have done, is universally recognized. They are not a selfish organization. Other bodies after they have looked after their own interests let the rest of the world slide. This is not the policy of the Montreal master plumbers. Of course, they are human, and keep an eye open as a body to their own interests, but they also take an interest in the health and welfare of the community at large. It was the plumbers who started the agitation against the privy pits and other ancient relics that disgraced Montreal some ten or twelve years ago. A committee of them drafted the present efficient Plumbing By-law in the city statutes, and they are constantly on the look-out, as some recent articles in *HARDWARE AND METAL* show, in other matters of sanitary importance. Another important matter that they have just carried through to a successful issue is an agreement between wholesale dealers in plumbing, steam and hot water supplies and the master plumbers of Montreal.

It is well known that for years past a state of affairs has existed that has worked to the mutual injury of the wholesale dealers in plumbing, steam and hot water supplies and the master plumbers, leading to misunderstanding and ill feeling. To consider methods of reform a committee of both the wholesalers and master plumbers was appointed. After thoroughly considering the whole question they arrived at an understanding which protects the master plumber who regularly and honorably carries on his business.

It was decided that a straight protection of 25 (twenty-five) per cent. should be allowed and given to the master plumbers over and above all others purchasing plumbing supplies in Montreal, with the following exceptions: The Dominion Government, the Provincial Government, the G.T.R., the C.P.R.,

the Montreal Street Railway, the Royal Electric Light Company, the Montreal Gas Company.

The master plumbers, steam and hot water fitters have bound and pledged themselves on their part to patronize and in every way to the fullest extent in their power to advance and assist the wholesale dealers who have signed the agreement.

This is only one of the reforms that the association has brought about since it was revived in August, 1894, and with the men it has at its head it is likely to go on in the good work. The founders of the association comprise all the leading plumbers of the city, as such names as John Date, Jos. Lamarche, J. W. Hughes, W. A. Stephenson, D. Gordon, A. Champagne, P. J. Carroll, Wm. Briggs and others attest. John Date, the patriarch of the trade, is a life member and honorary president, while the active presidency is filled by Joseph Lamarche.

President Lamarche has been eleven years in business for himself, most of the time at his present premises, 1465 Notre Dame street. He was apprenticed forty-five years ago, and learned his trade with Frank Green, an old and well-known plumber of the time, on Craig street. He has had charge of the plumbing and heating of most of the prominent French Roman Catholic institutions erected during recent years in Montreal and vicinity. Among the more important contracts are those for the Court House, Mignonne street Reformatory, Longue Pointe Asylum, St. Boniface Convent and Church and the Ste. Therese, Que., College.

D. Gordon, the first vice-president, served his apprenticeship in plumbing with John Date, and started in business for himself with his present partner, W. Egan, 23 years ago, under the style of Gordon & Egan, at their present premises, St. Catherine and Mansfield streets. The firm do a



D. GORDON, 1st Vice-President.

large share of the west end residential work, one of the important contracts that they put thorough recently being the plumbing and heating for the million dollar mansion of the late Duncan McIntyre, on Drummond street. Both Mr. Gordon and his partner were among the original founders of the Plumbers' Association. Mr. Gordon was elected to office for the first time this year.

A. Champagne, the second vice-president, has been twenty-three years in business with his present partner, J. Drapeau,



A. CHAMPAGNE, 2nd Vice-President.

at 1415 St. Catherine street. The firm has a very extensive and lucrative connection in the eastern district of the city.



P. J. CARROLL, 3rd Vice-President.

P. J. Carroll, of Carroll Bros., is one of the popular and pushing young members of the trade. He is one of the original members of the association. The firm have handled such large contracts as St. Gabriel R.C. church, St. Anthony church, and the Shamrock Athletic Club house. They also have the corporation contract for the plumbing and repairs to the different market buildings in the city.

Wm. Briggs, the sec-

retary of the association, learned his trade with John Date 22 years ago. He has been in business at his present premises, on St. Antoine street, for almost that time, and has held the position of secretary ever since the formation of the association. Like the same officer in other bodies, the success of the organization has depended considerably on the work of Billy Briggs, as the boys call him.

The name of J. W. Hughes, the corresponding secretary of the association, is known to all advanced plumbers in the United States and Canada. Mr. Hughes has contributed more than one able article on matters pertaining to plumbing to the press, and he has always imparted some interesting and valuable information to the public. He is one of the lecturers at the winter night schools, and takes a keen interest in anything and everything that will advance the working plumber and widen his knowledge of his business. Mr. Hughes acquired his first knowledge of plumbing in the employ of R. Patton. Afterwards he entered into partnership with W. A. Stephenson, dissolving it a couple of years ago. Since that time he has been in business by himself. It would take more than a page to enumerate the important contracts that Mr. Hughes has carried through to a successful issue. He was one of the original committee that drew up the Plumbing By-law under which the city is governed at present.

IT IS A FAVOR.

It should always be borne in mind, remarks an exchange, that in trusting a man the dealer is doing him a favor. A time should always be set for the payment of bills. Indefinite credit is the worst of all evils. The more prompt a man can be made to pay the better customer he becomes. Credit should never be given on the strength of personal acquaintance alone.

A NEW COPYING PRESS.

A NEW copying press, the "Alexanderwerk," offered to the trade by Dorken Bros., McGill street, Montreal, shows at a glance a great advantage over the old style press. When opened the press presents two flat horizontal plates. These close in on hinges, clamping the copy book between them, and one or two swings of the screw does the work. The new contrivance does not occupy half the space of the old presses, and copying books are not injured in it by the constant friction which is unavoidable in the old style, while documents of larger dimensions than the press can be copied without injuring or tearing them in any way. The base of the press is fastened to a table with four screws. The copying book is placed on the press table plates and the letters placed in the book the usual way; then the book is closed in such a way that it will lie on the right hand side. The two plates are then closed so that the copying book will stand upright between them. By turning the handle of the press the necessary pressure is obtained for a book of 1,000 pages; a $\frac{3}{4}$ turn is sufficient to ensure a good clear copy. When taking out the book the press is turned back to the original state, both thumbs are put on the place where

copying is done, the fourth finger grips the cover, the book is lifted about six to eight inches and then opened. The two table plates will open up and the book lies ready for use. The plates are of quarto size, but larger books can be used and good clear copies obtained. The press is offered to the jobbing trade in two grades: No. 1805, best quality cast iron, japanned and decorated, weighs about 42 pounds, \$6. No. 1806, best quality cast iron, handle of wrought iron, with brass balls, handles and upper sides of table polished and nickel plated; extra fine japanned and decorated; weighs about 42 pounds, \$10. Descriptive circulars will be supplied by Dorken Bros., McGill street, Montreal, on



W. BRIGGS, Secretary

the mention of HARDWARE AND METAL.

ENTERPRISE?

One of the Boston hardware stores has been giving away a barrel of flour with every cooking range sold. Some years ago a Chicago clothing firm commenced, giving away a watch with every suit of clothes. It worked well. But a jeweler in the same block bought a job lot of pantaloons, hung them out in front of his store and put up a sign notifying the public that he was giving away a pair of pants with every watch.



J. W. HUGHES, Corresponding Secretary.

WIRE NAILS

We have a large stock of Wire Nails,
and can ship promptly.

"QUALITY THE BEST."

Order now before advance in price, which takes effect May 1.

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

PLUMBING AND STEAM-FITTING.

THE master plumbers of Toronto are a great deal better employed this week than they have been for some time. Much of it is either on work begun last fall, but not completed, or replacing old plumbing and steam-fitting by that of newer and more modern type. Work on new buildings amounts to very little.

The increased activity being experienced by the plumbers is reflected in the trade for plumbers' supplies, the jobbers all reporting a more satisfactory business. The articles most in demand are baths, soil pipe and fittings.

Although not yet given out officially, it is understood that the Keith & Fitzsimons Co., Ltd., of Toronto, have secured the contract for supplying the heating for the new High School building at Barrie.

The contract for building the new House of Refuge, at Stratford, has been secured by W. Clark, of Toronto. The plumbers will now be anxious to know to whom the plumbing and heating work will be allotted.

The City Council of Montreal has been approached in regard to permission for the use of tile pipes instead of iron in in-

terior plumbing. HARDWARE AND METAL dwelt fully on this matter some time ago through the able pen of Mr. J. W. Hughes.

Hamilton once had a Master Plumbers' Association, but it died some time since for want of attention. Now that so much interest is being taken in association work in Montreal, Toronto and London, the plumbers in the "Ambitious City" are beginning to evince a disposition to fall into line. All that now appears to be wanting is a Moses to lead them.

These changes in the plumbing trade are to be noted: P. Leclerc, Sr., and P. Leclerc, Jr., have been registered proprietors of the firm of Pierre Leclerc & Fils, plumbers, Montreal; Gladu & Leclerc are starting into business in Montreal as plumbers; Watson & Geiger, plumbers, Victoria, have dissolved, Mr. Geiger continues; the immovable assets of A. Blais, plumber, Montreal, are to be sold May 15.

An inch of water does not seem a large quantity, but yet an inch of water falling upon an area of one square mile is equivalent to about 17,500,000 gallons, weighing 145,250,000 lbs., or 64,844 tons. Let anyone with a capacity for figures multiply these results by the number of square miles in the land, and he will get a most satisfactory result so far as figures are concerned. —Invention.

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force
Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

"GORBALS BEST BEST"

GALVANIZED SHEET IRON guaranteed to
double seam with and across the grain.

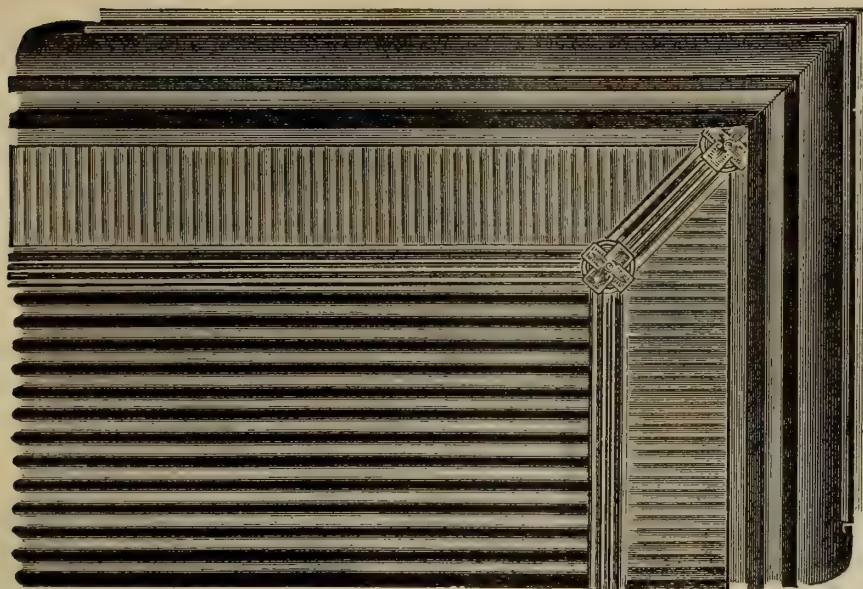
THE LEADING BRAND

For sale only by

THOMAS ROBERTSON & CO.

Montreal





CORRUGATED STEEL CEILING

Ornamental. Durable and Cheap. Easily Applied.



"EASTLAKE" STEEL SHINGLES

The perfection of roof covering.
The only original Shingle with a
cleat, telescopic side-lock and
concealed water gutter.

BEWARE OF INFERIOR
IMITATIONS.



"EMPIRE" STEEL SHINGLES

Warranted Rust Proof. Made of
Galvanized Tinned Steel.

Working Drawings,
Sketches and
Estimates Furnished
Free of Charge.



Largest range of De-
signs.

Neatest and Best
Fitting Goods on the
Market.



EMBOSSED STEEL CEILING CENTER-PIECE

CORRUGATED CONDUCTOR PIPE—26 Gauge Galvanized Steel, ten feet long; cheap
as common round pipe.

O. G. GALVANIZED EAVE TROUGH—Ten feet long. The only perfect fitting trough
in the market. Warranted rust proof. Try a sample lot—we sell it cheaper than
you can make it.

METALLIC ROOFING CO. Ltd.

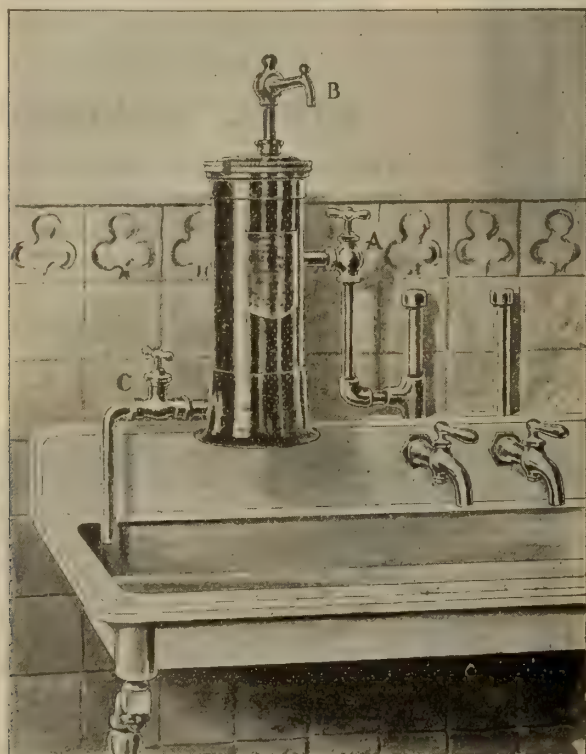
Gorner King and
Dufferin Streets



Toronto

THE "CRYSTAL FOUNTAIN" FILTER.

WE show herewith an illustration of the "Crystal Fountain" germ-proof filter, manufactured by the George L. Squier Manufacturing Company, of Buffalo, N. Y. This filter has an automatic cleaning device which is very novel and reliable. It consists of a strip of stone, which, while cleaning, is held against the "Crystal Rock" porous tube by the water pressure at the inlet. The filtering tube is revolved and the stone cleaner grinds off all the collected impurities, which are washed away through the waste pipe. The operation is so simple that



a child can wash the filter in one minute and yet it is better done than is possible in any other way, no matter how laborious. By this process every part of the filter, including the cleaner itself, is kept perfectly clean and sweet. This practical cleaning arrangement makes it possible to make filters of large capacity and to furnish just as pure water as by the smaller sizes. The ability to easily and thoroughly cleanse a filter is no less important than the filtering medium itself. Full information can be secured by writing the manufacturers, mentioning **HARDWARE AND METAL**.

NOTHING SUCCEEDS LIKE SUCCESS.

We know of no better illustration of this saying than the progress made by the Walter H. Cottingham Co., Ltd., the well-known paint manufacturers, Montreal. They began business in a very small way less than nine years ago, in a small tumble-down warehouse at 56 St. Peter street, Montreal, and to-day they occupy the commodious factory and warehouse in the heart of the city, corner St. Antoine and St. Genevieve streets, covering numbers 21 and 23 St. Antoine, and 2, 4, 6, 8, and 10 St. Genevieve. Their strides up the ladder have been quick, but always steady. They appear to have felt their way carefully, and once being satisfied all was right pushed forward with great energy. Mr. Cottingham said early in his career that he knew there was no room in the paint business for another concern,

but that he intended to make room, and that there was no place would satisfy him but at the top. Mr. Cottingham attributes the success of his firm entirely to the good quality of the goods they have always handled, quality always having been the first consideration with them at all times. He believes when the quality is right you cannot put too much push and energy into any business. Advertising has always been a large feature in their business, and has always had careful attention, and there is no doubt it has helped largely in making their business so great a success in so short a time.

BRASS AND IRON BEDSTEADS FOR HARDWAREMEN.

A TIRED man can usually sleep on anything; but it is nevertheless important what he does sleep on. The bedstead which everyone should sleep on should be either of iron or brass. The reason for this is primarily two-fold.

The first and most important reason is that bedsteads made of one or the other of these metals are much healthier than the ordinary wood bedstead, a fact which is attested to by medical science. People, however, that know nothing of the strictly medical phase of the matter are gradually replacing the wooden article by the metal, because of the greater cleanliness that is assured in the latter.

Then, in addition to the sanitary features of brass and iron bedsteads, there is the strength and steadiness which is assured. The matter of beauty is as strong as the other recommendations.

This trend of trade should not be ignored by the hardwaremen of the country. If it is, the business of supplying the bedsteads of metal will fall into other hands, for the iron and brass bedsteads are the bedsteads of the future. Already a good many hardwaremen are selling them, but the number that are is small to the number that might and should handle them.

On the next page of this issue will be found the announcement of Oliver Bros., of Lockport, N.Y. It deals particularly with brass and iron bedsteads, for the manufacture of which this firm is particularly noted. Hardwaremen should write Oliver Bros. for further information, and write soon, for the sooner they have a line of brass and iron bedsteads in stock the better.

GERMAN COMPETITION IN SKATES.

German manufacturers are competing in everything. Had anyone been told outside the trade that over 30,000 pairs of German made Acme skates were sold in Canada last season they would laugh at their informer. Yet it is a fact nevertheless, and German competition is to be keener than ever this season, so that when the Nova Scotia manufacturers allowed their patent to run out they did a foolish thing, for with the above figures in view it is evident that the tariff is no bar against goods made by the ingenious German makers, who get their labor so much cheaper than the makers in Great Britain or on this continent.

Agents of German firms are already booking orders from the jobbing trade for German skates for next fall. Lamplough & McNaughton are the sales agents for the German Acme pattern and the hockey skates. Quantity buyers can apply to their offices on St. Sulpice street for information as to prices, etc., and mention **HARDWARE AND METAL**.

Important Discovery

THE "CRYSTAL FOUNTAIN"

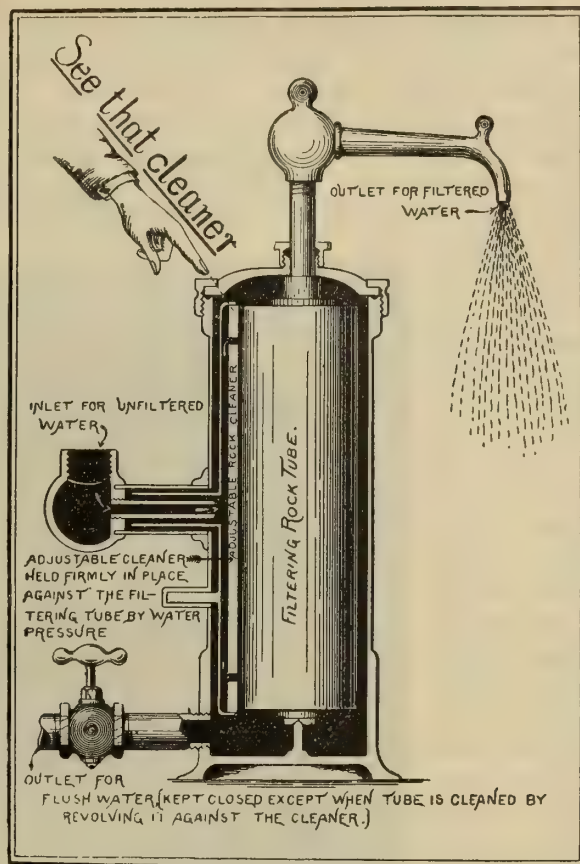
GERM-PROOF FILTER With Automatic Cleaning Device.

Fully protected by letters patent.
Operation so simple a child can thoroughly cleanse
it in one minute.
No brush to wear out.
A stone Filter.
A stone Cleaner.
Easily kept clean and sweet.
For dwellings, public buildings, hotels, restaurants,
drug stores, bottlers, laundries, ice plants, etc.
Prices within the reach of all.
Catalogues and Price List.

The Geo. L. Squier Mfg. Co.

Filter Department M.

BUFFALO, N.Y.



Hygienic Slumbers

Josh Billings once remarked that "he had read many articles on milk, but the best article he had yet seen on it was the cream." There are many articles designed for inducing "nature's sweet restorer, balmy sleep," but the best yet produced are

OLIVER BROS.'



No. 139 - Iron Bed, Brass Trimmed.

Brass and Iron Bedsteads



No. 86 - Brass Bed.

All the world is trying to capture use and beauty in company. You'll find them solidly locked together in these bedsteads. They are hygienic in architecture. Their strong point is extreme healthfulness. Made of strong steel-lined brass tubing, polished to the highest degree, and lacquered so as to prevent tarnishing. They are practically indestructible. They last for generations, yet the cost is trifling.

REMEMBER, Oliver Bros.' Brass, Iron, and Brass and Iron Bedsteads are much in vogue to-day. They will be prized twenty years hence, for they are beautiful. Beauty makes fashion forever.

Ask your dealer for Oliver Bros.' Bedsteads and have him send for free Illustrated Catalogue. Send to-day. A thing done when thought of is never forgotten.

OLIVER BROS. - - Lockport, N.Y.

A MODEL RETAIL STORE.

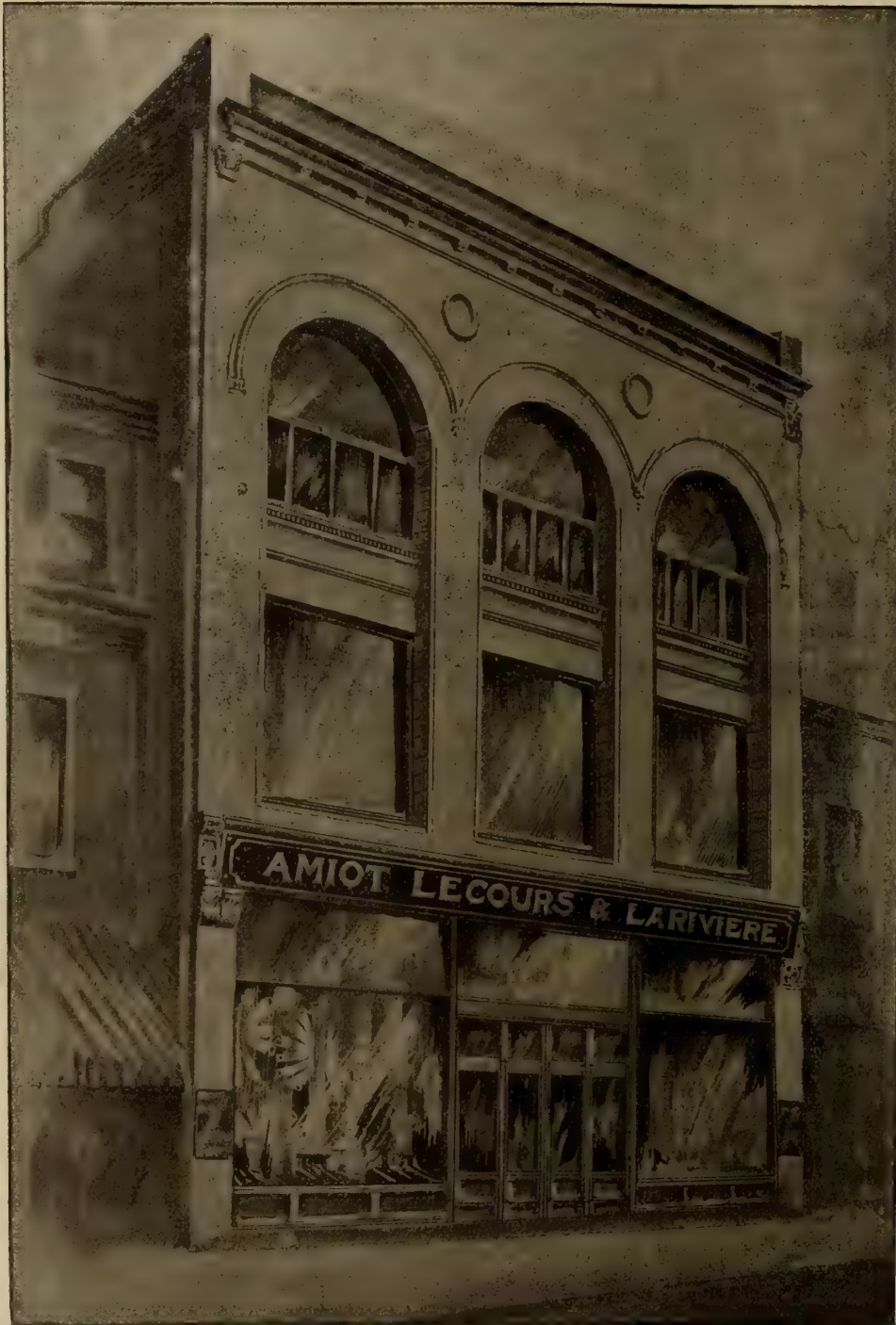
NEATNESS and convenience are objects to be striven for by all, whether in business or private life. A striking lesson of both is obtained by a visit to the large retail hardware store of Amiot, Lecours & Lariviere, St. Lawrence Main street, Montreal. This establishment deserves to be classed as a model one in every respect. Everything is as neat as a new pin, and the different flats of the store large and airy, with plenty of windows, making it cheerful for both clerks and customers. Each class of goods has its place, and this place can be reached in a moment. There are no litters of untidy shelves to offend the eye, no dust, and the arrangement of the different kinds of goods is such that the buyers as well as the clerk himself can see exactly what is wanted. In a word, every individual article of the extensive stock of goods carried by the firm is sampled to the plain view of the purchaser.

The store itself is a handsome three-storey building of undressed Montreal limestone with dressed stone facings. It was erected expressly for the firm, who had it planned to suit their own particular wants. The lower street front is taken up by two large, roomy show windows, with a central door. Each of the windows is 13 feet across and 40 feet high. The interior of this flat is decorated with oiled and polished cotton wood arranged in a series of drawers, cupboards, showcases and counters, the whole making an attractive interior. The planning of these was the result of personal visits paid by Mr. Amiot himself to leading retail establishments in other Canadian and American cities, where he collected many pointers.

The outcome is a credit to his observation and ingenuity. On the right hand side of the store are the different kinds of shelf goods. These are accommodated in three sizes of drawers and a set of cupboards, all faced in polished cotton wood. The cupboards occupy the space next the ceiling; then comes a series of small drawers of two sizes reaching down level with the counter, and behind the counter proper and underneath it other drawers of larger dimensions. The central section of

smaller drawers, being most accessible, contain goods most asked for. Each of them has a face 7 inches square and is 18 inches deep. They are all cabinet made, having cost 50c. each, and are each separated from the adjoining box by a pigeon hole of their own. This ensures a smooth surface, and does away with friction when pulling in and out. In fact the work is such that the joints of the many drawers are invisible. On the polished front of each box the article which it contains is visibly sampled. There are 810 of these boxes or drawers.

Just beneath them are 60 other boxes constructed in the same manner, each being 14½ inches by 6 inches face and of the same depth as the ones above. These boxes are for the accommodation of articles, the size of which does not permit



sampling on the face of the drawer. In their case the kinds of goods are stamped on a neat ticket enclosed in a polished brass frame in the centre face of the drawer.

The bottom set of drawers, behind and beneath the counter, and the series of cupboards at the top are used for reserve supplies of goods contained in the smaller drawers already described. Each of these large drawers are 42 by 8 inches, and



MONTREAL, MAY, 1896.

TO THE HARDWARE TRADE :

We desire again to convey to the hardware trade throughout Canada our sincere appreciation of the favors extended to us as manufacturers of the **C** brand horse-shoe nails during the past thirty-one years, and to solicit a continuance of their orders.

We submit the following claims in favor of our production, for your consideration :

1st. We are the original and largest manufacturers of machine-made "pointed and finished" horse-shoe nails in the Dominion ; our entire works and attention are devoted to these only.

2nd. All nails made by us are hot forged from selected Swedish charcoal iron nail rods of special quality ; this is the best known material in the world for the purpose.

3rd. Every nail is carefully examined during the various processes of manufacture, and finally hand selected for our **C** brand, if found perfect in every respect, and ready for immediate use.

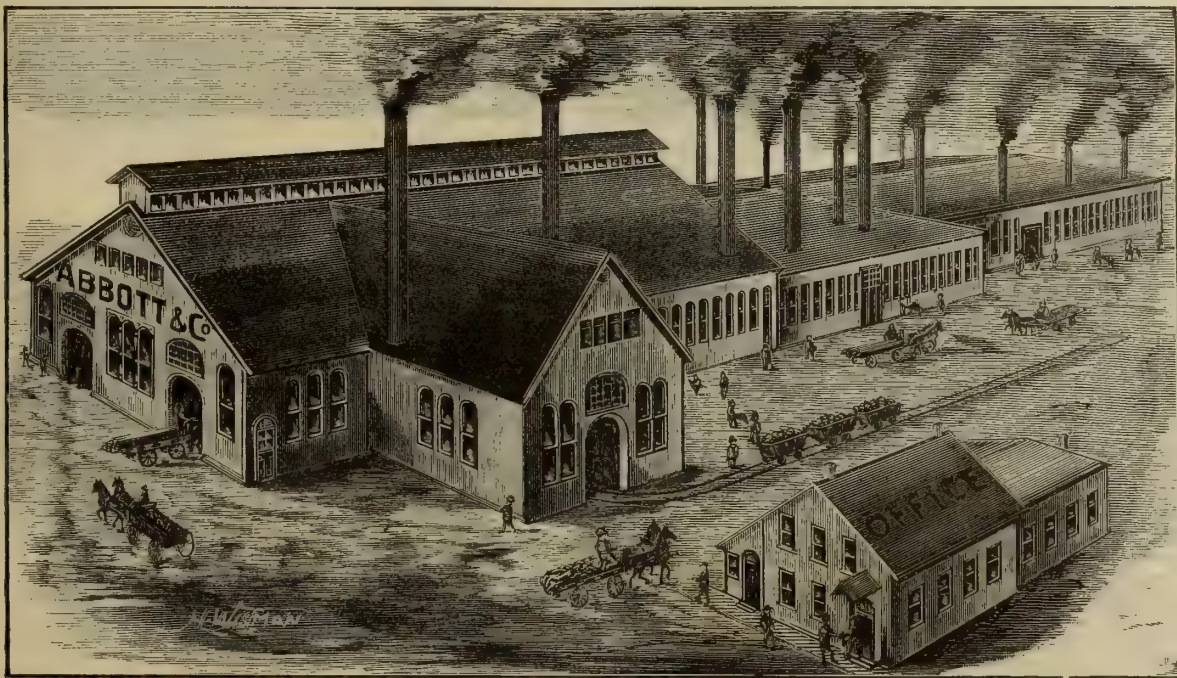
4th Our patterns and proportions are of our own designs and used by us exclusively. We have the largest assortment of sizes and patterns.

5th. Every box of horse-shoe nails made by us, bearing our name and registered trade mark, is fully warranted.

6th. The price and terms are the same as other brands.

Samples and price lists on application. Your orders or enquires respectfully solicited.

CANADA HORSE NAIL COMPANY.



ABBOTT & CO.

Montreal

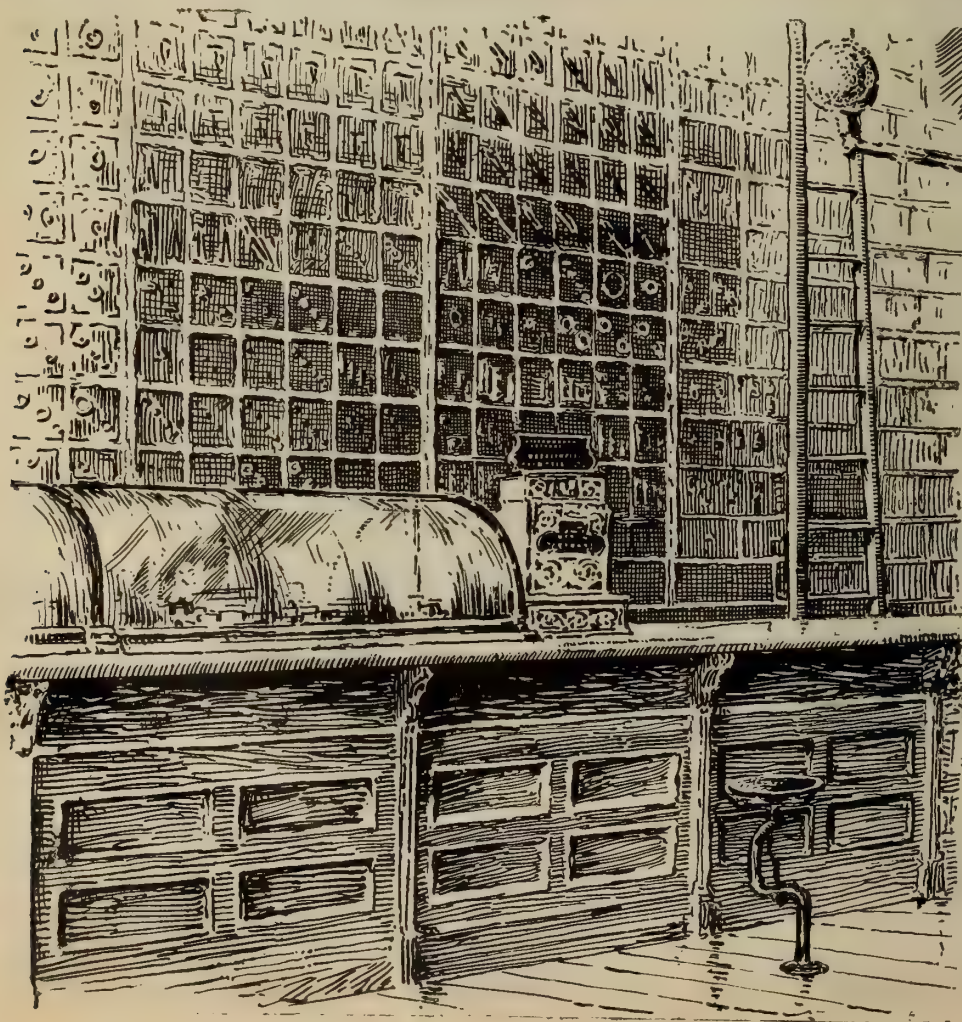
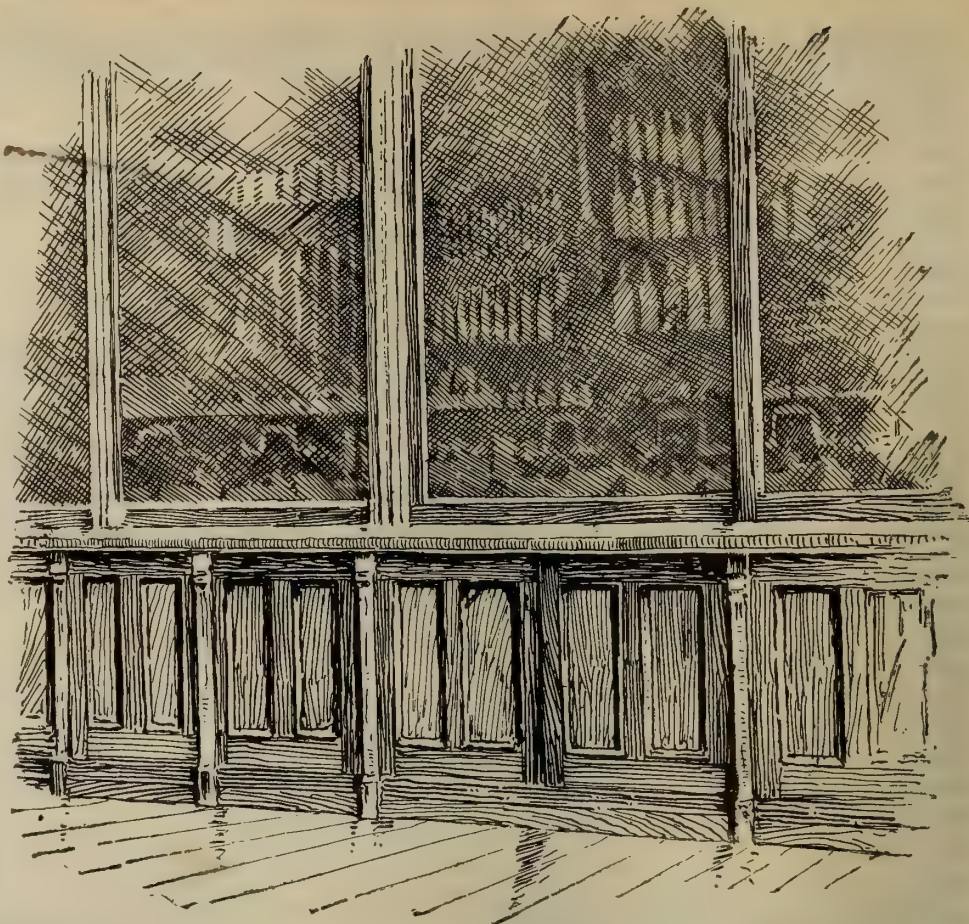
Manufacturers of

Cut Nails, Cut Spikes, Steel and Iron Fence and
Slating, Railway Spikes, Bar Iron and Steel,
Mining Spikes, Drift Bolts, Bridge Rods, Horse
Shoes (Rhode Island Pattern), Finishing, Flooring,
Casing, Roofing and Slate Nails; Pressed Nails,
Flat and Sharp Nails, Clinch Nails, Merchant Bar
Iron (Special Sizes Rolled to Order).

of the same depth as the others. All are divided into compartments of a size to suit the article to be stored therein.

The cupboards number 13, and, in addition to holding reserve stock, are used for goods left over the season, such, for instance, at the present time as sleigh bells, skates and other winter supplies, demand for which is now over. They have two swinging doors, and also are subdivided into compartments. Access to any part of these drawers and cupboards when desired is had by two ladders, which travel back and forth the whole depth of the store on a grooved track. This ensures promptness, and makes an accident by a falling ladder impossible.

The counter in front of this admirable receptacle for goods is divided in two, and constructed of the same polished wood as the right hand fixtures already mentioned. There are two handsome show cases on it—one used for pocket cutlery and revolvers, and the other for artists' materials samples. The samples are all con-



tained in specially constructed cardboard boxes, the original package being kept inside these boxes, which are of a size to suit. Each box has a sample and ticket, and the clerk can tell at a look without opening the case the price of any article in the case. This means the exclusion of dust and all its advantages.

Standing in the centre of the store with plenty of space between them and the counter are two other show cases built up toward the ceiling. The large of the two has plate glass doors sliding either way facing shelves as its upper portion, its base being another series of small cupboards. Behind the glass doors are silverware, enamel ware, etc. In the base cupboards are cut nails ready packed in 1, 2, 3 and 5 lb. packets of all sizes, contained in cardboard boxes. The advantages and convenience secured by this are obvious. Any buyer who has once bought nails sold in this way will certainly have nothing more to do with the old-fashioned harum-scarum method. Another wrinkle in regard to screws was plain to the writer in his inspection of these cupboards. The same sizes were all together in suitably labelled tin trays. For instance, if a buyer asked for an

Established 1860.

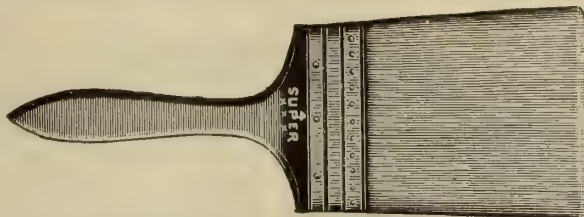
Brushes

of all sorts and kinds
kept in stock or made
to order.

Meakins & Co.

313 St. Paul Street

MONTREAL



Brushes

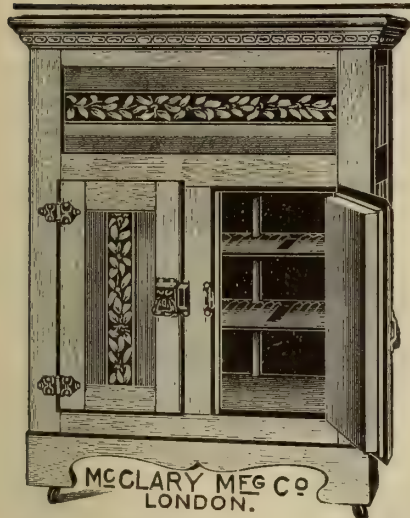
of a quality excelled by
none, as proved by 36
years' experience.

Meakins & Sons

380 to 392 King St. East

HAMILTON

WRITE US FOR PRICE LIST AND DISCOUNTS. IT WILL PAY YOU.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

DO YOU
HANDLE

CROCKERY ?

IF SO, before placing any further orders
WRITE TO . . .



BARNARD & HOLLAND

Board of Trade
Building

Montreal

Sole Agents in Canada for

Robert Slimmon & Co.
The J. M. Young Importing Co. } New York
M. Kirchberger & Co.

The Thale Ironworks, Ltd., Thale ° Harz, Germany

They have Everything in Earthenware,
in the . . . Newest Styles,
at the . . . Lowest Prices.

NEW STOCK LIST JUST ISSUED
SEND FOR ONE

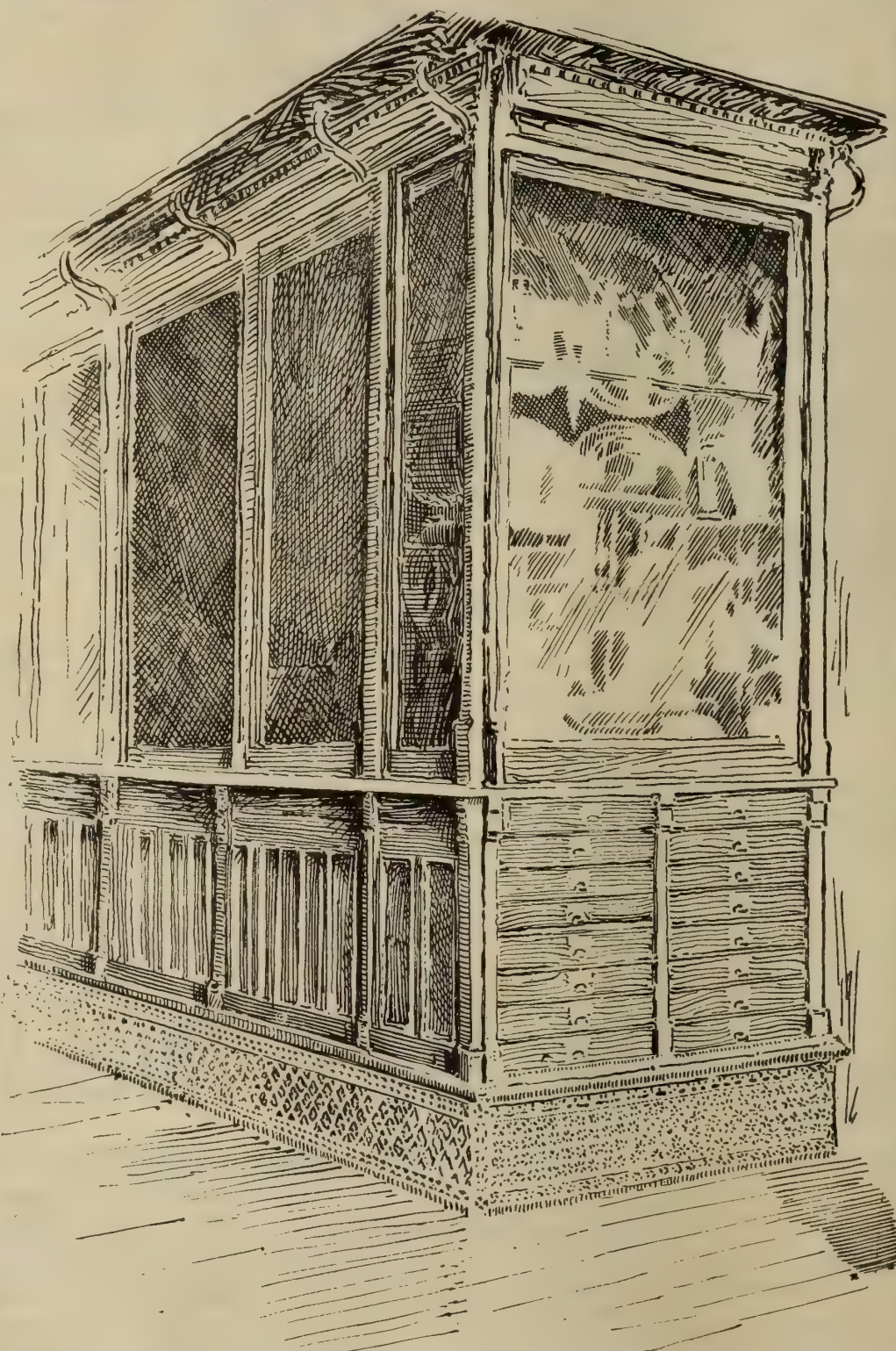
inch seven screw, the clerk simply pulled out the inch seven tray, and had before him flat head iron, round head iron, flat head brass and round head brass, etc., all in the one tray, making four different kinds of screws kept in a small space of $2\frac{1}{2}$ by 3 inch face, 16 inches deep. This economy of space and expedition in handling will appeal to all. Stove bolts, copper

rivets, escutcheon pins and all other similar goods are put away in these cupboards in the same way as screws. When it is understood that 50 kegs of cut nails and an equal quantity of screws, etc., are kept on hand in these cupboards, some idea of the economy of space may be gathered. The cupboards are all closed similar to those behind the counter. A set of drawers contained in one of the cupboards in this same case is utilized for scissors, carvers, table cutlery, oil color tubes and artists' colors. In the smaller standing case, of similar design to the large one, except that there are no base cupboards, the stock of bells and fishing tackle which the firm deal in largely is sampled. Both cases are supplied with a traveling step ladder similar to the ones behind

the counter. The space on the left of these show cases is occupied with a set of metal stands for forks, shovels, rakes, spades and other similar tools, all handily got at.

The left-hand side wall of the store is used for sampling carpenters' tools of all kinds. The space which reaches from within three feet of the floor to near the ceiling is faced with sliding

plate-glass doors, the different tools being let into spaces in polished cotton-wood to suit their size. The base portion of this wall case and the small space at the top is utilized for cupboards, in which are kept supplies of the goods sampled in the case just described. The firm use the bottom one for the more staple lines and the upper for those less enquired for.



The second flat of the store is equally well arranged, being reached by a winding stairway. The main portion of it is occupied by a glass-partitioned room handsomely tiled in variegated marbles. In this apartment are kept contractors' goods of all kinds and plumbing supplies. Locks, knobs, bells, butts, etc., are sampled on panels revolving on a pivot, each face of the panel being utilized. The wall in the rear of these is sampled with hinges of all sorts and sizes, so that a buyer can be shown any line in an instant. On the other side the stock of front-door sets are displayed on mounted blocks, while the centre is taken up with plumbing samples, such as marble slabs, closets, baths, etc. The construction of the glass partition enclosing this

room is another happy idea. The entire stock of colored, clouded and ground glass carried is placed before the eye of an intending purchaser in it, each pane being a complete sample in itself. The balance of the flat outside the partition is taken up with glass racks and shelves for surplus stock of shelf goods. The third storey is used as a store room

ROBIN, SADLER & HAWORTH

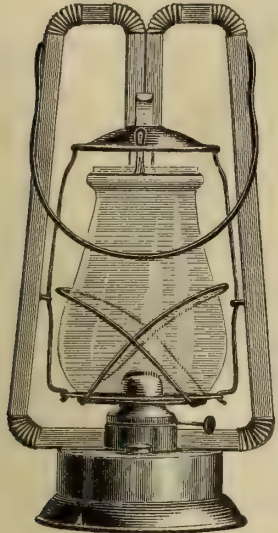
Manufacturers of

**Oak Tanned
Leather Belting**

— Montreal and Toronto.

**The Canadian Bridge
and Iron Co.**

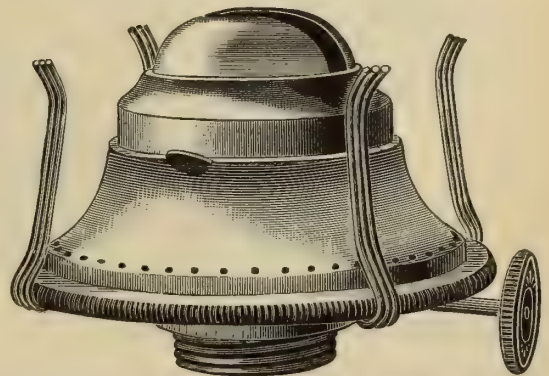
Imperial Building, MONTREAL

STRUCTURAL STEEL WORK A SPECIALTY**The Ontario Lantern Co.**Manufacturers of
the celebrated . . .**HAMILTON, ONT.,**

'Royal' and 'Climax' Safety
Tubular Lanterns, Railroad
Lanterns, Street and Side
Lamps, Reflectors, etc., Ban-
ner Lamp Burners, Lantern
Burners and Trimmings.

Catalogues and Prices
furnished by . . .**WALTER GROSE** Sole
Selling Agent **MONTREAL**

Having purchased the business of the Dominion Tubular Lamp Co., we shall shortly
be in a position to supply any of the lines previously manufactured by them.

**"Crescent" Steel Enamelled Ware**

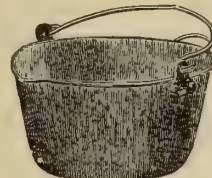
"CRESCENT" WARE IS WARRANTED NOT TO CHIP OR BURN
LATEST DESIGNS BEAUTIFULLY FINISHED

See copy of analyst's report
with each article

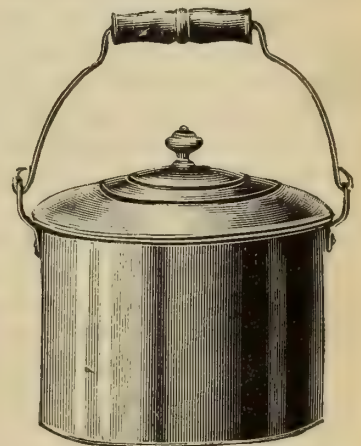
Seamless Rice Boiler
Patent applied for.



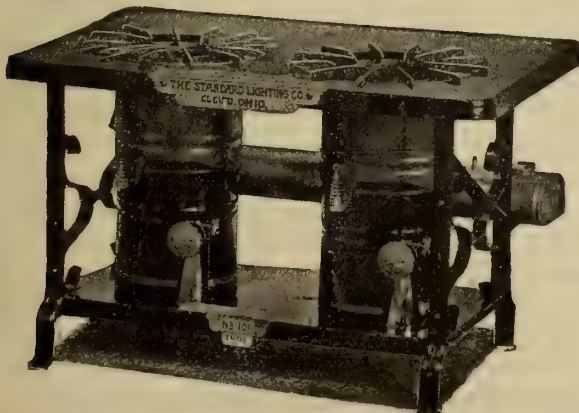
Genuine Mottled Grey Teapot.



Preserving Kettle.



Seamless Water Pail—Retinned.



"Blue Flame" Oil Stove Gives Heat, Not Light.

WE HAVE THE LARGEST ASSORTMENT OF
OIL STOVES IN CANADA

15 makers' goods from different parts of the world—English,
French, German, American, Canadian.

TINWARE OF EVERY DESCRIPTION

Pieced, Pressed, Japanned, Lithographed.
Planished and Nickel Plated Copper Ware.
Sheet Iron and Steel Galvanized Goods, Wire Goods, etc.

The **Thos. Davidson Mfg. Co.**
LIMITED MONTREAL

Caverhill, Learmont & Co.

 MONTREAL

Carry the largest and best assorted stock in the Dominion of the following

Specialties

Cutlery

Guns

Ammunition

Builders' Hardware

Tools

Green Wove Wire

Screen Windows and

Doors

Freezers

Lawn Mowers

etc., etc.

for plumbing supplies, dry colors, stove hardware, tinware, etc., and is so arranged that additional room can be obtained in an instant through a set of movable platforms about 8 feet from the floor. The offices and counting rooms of the firm occupy the upper portion of an extension joined to the main building, and are entered from any of the three flats. They are all furnished in polished cotton wood to match the rest of the building. The bottom portion of the extension is divided into two parts. In one is kept the oils and varnishes in stock. These are all put up in square galvanized iron tanks of a capacity of 60 gallons each, traveling on a truck that can be pulled out and in with ease. The floors and walls and doors are of galvanized iron, making the compartment fire-proof. A set of measures are kept for each kind of oil in their own rack, ticketed so that the clerk cannot make a mistake. There is no danger, therefore, of fouled turpentine, a buyer getting what he purchases as clear as water, because it has its own set of utensils. The other part of the extension is used for ready-mixed paints, paints ground in oil, etc., put up in handy tins. The stock of heavy hardware, such as tin plates, galvanized sheets, etc., is kept in a shed adjoining this compartment, the principle of subdivision and arrangement characteristic of the rest of the store being closely followed in their case as in others. The large cellars underneath the main building are utilized for glass in bulk. In fact, to conclude, every foot of space is utilized and not an inch of it wasted.

A hardware merchant, with a quarter century's experience, when introducing his seven-year-old son to a friend the other day, added jocularly, "There's a future millionaire." To his amazement the lad quickly replied, "There's 90 off that."

WRITE FOR THE CATALOGUE.

The Dominion Wire Rope Co., St. James street, Montreal, still have a supply of their 1896 illustrated calendars on hand. They are handsome books, and every page has information of value to buyers of wire rope of all kinds. Attention is specially drawn to page 28, which illustrates and describes the "Dominion Forge Clip," which is offered to the trade at very close figures. Dealers in the trade can have a catalogue mailed them by applying to the Dominion Wire Rope Co., St. James street, Montreal, and mentioning HARDWARE AND METAL.

A CYCLE COUPLER.

A practical method of advertising their "I X L" bicycle was utilized by Dorken Bros. this week. By the use of the Riess coupler, for which they also are the agents, two machines were joined together and a lady and gentleman took a spin around the city, riding side by side, each having the full benefit of all the exercise. This coupler is easily adjustable in yoking two wheels side by side, and ladies who are timid or not very strong, or who object to riding alone, will find their objections overcome by the cycle coupler.

GUNS AND CUTLERY.

Caverhill, Learmont & Co., Montreal, claim to be the largest handlers of guns and of cutlery in Canada. They are making a run this year on Newmann Frere's guns, 20 cases of which came in this week. They are very nicely finished guns, and should be an attractive addition to a retail stock. All the travelers have complete samples on the road.

They anticipate a big season in shooting, and have now coming in three cars of the U. M. C. Club shells.

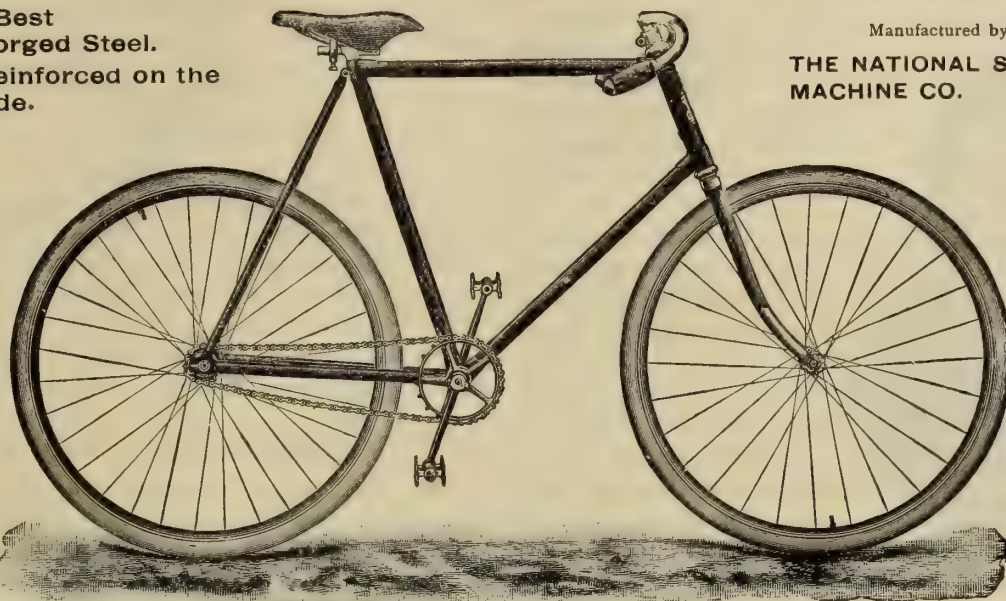
The Cavalier

List \$100.
Every Machine Guaranteed

Connections Best
Drop Forged Steel.
Joints Reinforced on the
inside.

Manufactured by
**THE NATIONAL SEWING
MACHINE CO.** BELVIDERE, ILL.

Better
than
the
Best



Faster
than
the
Fastest

CAVERHILL, LEARMONT & CO.

Also sole agents for **Search Light Bicycle Lamp.**
Headquarters for Cycle Sundries at lowest prices.

Sole Agents for Dominion of Canada

MONTREAL.

BICYCLE LAMPS.

C AVERHILL, LEARMONT & CO., Montreal, have gone extensively into bicycles and bicycle goods this year, and it has proved a popular move. They have the agency for "The Cavalier" machine, which is the same as "The Eldridge," made by the National Sewing Machine Co., Belvidere, Ill.

They are making a big push on bicycle lamps just now, and have coming in this week what is probably the largest shipment ever received in Canada. They have lamps that can be retailed at 50c. to \$3.75 each, and give a good profit to the seller. The more expensive ones are the Search Light cycle lamps made by Bridgeport & Co., for which this firm are sole agents. They are getting out a fine illustrated catalogue, which will be sent to anyone on receipt of a postal card.

DISSTON'S HAND SAWS.

It is likely that the last has been seen of the cutting of prices on Disston's hand saws. During the past week Mr. Koon, representing Disston & Sons, of Philadelphia, was in Toronto investigating the situation, with the result that a circular letter is to be sent out to the wholesale trade of the country, with a view to securing an agreement whereby a fixed price will hereafter obtain. The wholesale merchants whom **HARDWARE AND METAL** has interviewed regarding the matter favor the proposition; and, as the present discount does not net a living profit, it is not surprising that they should favor the idea.

SEASONABLE GOODS.

The season is opening fairly well for wire doors, window screens, with or without springs, and a good trade is expected.

Lewis Bros., Montreal, have a full stock of these seasonable goods. They also carry an extensive supply of "York" brand of American wire cloth. Buyers can write the firm at their warehouse, St. Sulpice street, and get full prices, discount cards, etc., by mentioning **HARDWARE AND METAL**. Ice cream freezers and lawn mowers also are now approaching the height of their season. The firm carry a full stock of the well-known "Gem" freezer and "Woodyatt" high-wheel mower. They also offer the well-known "Blue Hoop" steel wire nails and Henry Disston & Sons' steel files and rasps. The latter are good sellers, for the firm experienced a larger demand this season than last for these standard tools.

CANADIAN-MADE BICYCLE FORGINGS.

An industry which is meeting with much success was inaugurated quite recently by the Swansea Forging Co., Toronto. It is the making of bicycle forgings, such as sprockets crank hangers, cranks, pedals, etc.

The business has gradually been developing, until now the firm is kept busy turning out the goods to fill orders.

Heretofore the manufacturers of bicycles in Canada have obtained their supplies of forgings and dies from Great Britain and the United States, but many of them are now using the goods made by the Swansea firm.

Recently a Western Ontario bicycle manufacturing firm secured tenders from several United States firms and also from the Swansea Forging Co. It is gratifying to know that the Swansea firm secured the order.

J. TAYLOR WEBB.

FEW travelers are better known than J. Taylor Webb, the western representative of the Thos. Davidson Co., Ltd., Montreal. His first practical acquaintanceship with the iron and hardware trade was obtained when he worked as shipsmith's helper at his father's forge at Cap Blanc, Que. After three



J. TAYLOR WEBB.

years spent in this capacity he entered the employ of Andrews Bros., hardware merchants, etc., Quebec, as junior clerk. Here he studied all the details of the business—stoves, tinware, plumbing and general hardware. The lines, however, which seemed particularly compatible with his tastes were fishing tackle, guns, cutlery and enamelled ware. On Andrews Bros. retiring from business Mr. Webb accepted a position with S. J. Shaw & Co., in their Lower Town

store, Quebec, where special attention was paid to ship chandlery and steamboat supplies. A year after he entered the employ of Shaw & Co. he received and accepted an offer from the Thos. Davidson Manufacturing Co., of Montreal, to go on the road for them. Shortly after joining the staff of the Thos. Davidson Co., that firm bought out the business of the Chown & Cun-

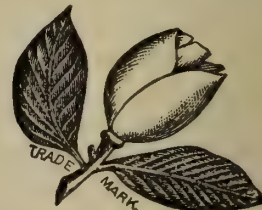
ningham Co., Toronto, and Mr. Webb was deputed to take charge of Northern Ontario. For two years he traveled north of the main line of the G. T. R., and when his firm decided to discontinue the Toronto branch, his territory was extended as far east as Brockville. A year later, however, his territory was transferred to all that part of Ontario lying west of Toronto and south of Orillia. This was three years ago, and he still covers that territory. Mr. Webb is genial and energetic and enjoys the confidence of his firm.

Besides being energetic in business Mr. Webb wields a facile pen. **HARDWARE AND METAL** was the cause of this. Picking up a copy of this journal one day he saw an announcement for an essay competition. He competed and carried off one of the prizes. This whetted his appetite for literary work, and since then he has been a frequent contributor to **HARDWARE AND METAL** on trade subjects, and the best evidence of their character and value is the interest which they have created among hardware and metal merchants through the country.

A FAVORITE ONTARIO BRAND.

The jobbing trade who want quotations on anvils, vises, cutlery or tin plate and galvanized iron should not close orders without writing A. C. Leslie & Co. for quotations. The firm, representing leading makers both in Great Britain and the United States, are in a position to quote to advantage. They are the sales agents for the well known brand of "Queen's Head" galvanized iron, which is so great a favorite in Ontario. A steady flow of orders are noted by the firm for this line, and also for black sheets.

MAGNOLIA METAL



. . . In use by . . .

EIGHT LEADING GOVERNMENTS

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar-Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.

London Office—75 Queen Victoria Street
Chicago Office—Traders Building
Montreal Office—H. McLaren & Co., Agents

Owners and Sole Manufacturers

74 CORTLANDT STREET, **New York**

AN IMPROVED ICE TONG.

A NEW and improved ice tong is being put on the Canadian market by the Cooke Hardware Co., of Hamilton, who have secured the right to manufacture it in this



country. The accompanying cut is an illustration of it. The tong is made of steel, and is operated entirely by the wood handle shown in the cut. By pressing this handle down the jaws are opened, and by pulling upward the points are closed firmly on the ice. It can thus be operated with one hand, while the ice once gripped can never fall. The Cooke Co. are making the tong in two sizes, namely, Nos. 1 and 2, which have an opening of 11 and 16 inches respectively. By an actual test the

smaller size has carried 112 lbs. weight. A patent has been applied for.

GREEN WOVE WIRE.

"Our orders for green wove wire are much greater than last year," said one of the Caverhill, Learmont Co. firm to HARDWARE AND METAL. "So far our first shipment of four carloads is nearly exhausted and more are on the way." They handle a brand which has become very popular in the States, and which can be sold to give a bigger margin of profit when quality is considered than any other make.

47 35 54 58

Readers of HARDWARE AND METAL should turn to the advertisement of A. Ramsay & Son, paints, Montreal, and write the above numbers under each of the colors pasted on the page. They should be placed in the order named, the 47 being under the left-hand color.

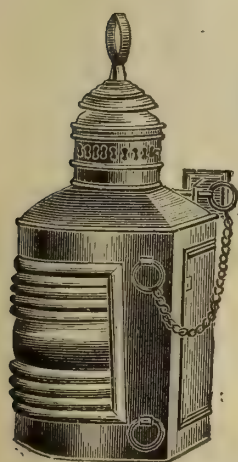
THE THOS. DAVIDSON CO., LTD.

The Thos. Davidson Mfg. Co., Ltd., Montreal, are making some large shipments of the "Blue Flame" oil stoves. They say the sale on this line has far exceeded their expectations.

The firm also report that the demand for their patent milk can bottom still keeps up. One of its principal features is strength where strength is needed.

The firm have just received a large consignment of the Gurney refrigerators. These refrigerators have the patent removable ice chest.

Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd.

-

Toronto

Shelf ^{AND} Heavy
Hardware

1896

Tinplate . .
Metals, etc.

SUMMER SPECIALTIES

Barb and Ordinary Fence Wire
Spades and Shovels
Garden Tools
Green Wire Cloth
Screen Doors and
Windows
Paints and Brushes
Churns (Wood and Steel)
Cherry Stoners
Harvest Tools
Lawn Mowers
Poultry Netting
Spring Hinges
Paris Green (Pure)
Wringers and
Washers
Raisin Seeders
Apple and Peach Parers
Garden Syringes and Spray Pumps

SPECIAL ATTENTION GIVEN TO ALL
LETTER ORDERS

Tinware and
Housefurnishing Supplies

Lamps and
Lamp Goods

Plumbers' and Steam Fitters' Supplies

M. & L. SAMUEL, BENJAMIN & CO.

ENGLISH HOUSE:

164 Fenchurch Street, London, E.C.

30 Front St. West

Toronto, Ont.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, April 24, 1896.

HARDWARE.

MANY causes have contributed this spring to induce the reduced volume of business that the trade complain of compared with that of last spring. In the first place the roads have been more backward than usual, and added to this during the week in Quebec Province at least have been the most disastrous floods experienced in years. These have, and still are, interfering with communications in many directions, not only rendering locomotion by vehicle impossible, but washing out the railways as well. In addition to all this, there is a certain amount of uncertainty politically regarding the future. Traders, naturally, don't desire to have a large stock of goods on hand if any radical change in the fiscal policy of the country is likely. For this reason a restricted volume of business is not unlikely, is, in fact, expected. At the moment no changes of importance are noted, but as already published, cut nails advance on the 10th of next month, and wire nails on the first. The fact has induced some orders for both, but in the aggregate the demand is small, as dealers seem to be well supplied. There is a fair enquiry for seasonable goods, such as wire doors, wire screens, wire cloth, lawn mowers, and ice cream freezers, all of which are commencing to move with more freedom. Cutlery also has been enquired for to a fair extent. Other lines of goods do not furnish any special feature.

WIRE—Business in plain wire continues quiet. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 lbs.

BARBED WIRE—Business is quiet and prices unchanged. We quote: Barb, \$3 12½ per 100 lbs.; plain twist, \$3 per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms, 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

WIRE NAILS—Some moderate orders have come to hand for these, but traders, as a rule, appear to have supplies sufficient to render them careless about the coming advance. Discounts, 70 and 12½ f.o.b. Montreal in Quebec, and 70 and 7½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

CUT NAILS—Remarks about wire nails are applicable to cut nails also. We quote: \$2.60 f.o.b. Montreal, freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Business is moving in a moderate way, and prices are the same. Discounts 50 per cent.

HORSESHOES—No improvement is noted, business being very quiet and prices unchanged. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

TACKS—There is no change in tacks, which continue quiet.

SCREWS—Trade quiet and prices unchanged. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

BRASS AND COPPER WIRE—There is a fair demand with the discount pretty steady around 12½ per cent.

COPPER RIVETS—Discount 50 per cent.; business very quiet.

CARRIAGE BOLTS—There is a fair demand, discounts ranging from 60 to 60 and 10 f.o.b. Montreal.

ROPE—Trade quiet, sisal selling at 7c. for 7-16 and upwards, and manilla, 9¼c.

BELTING—There is a fair trade passing with discounts 45 per cent. on standard, 40 per cent. on extra, and 50 per cent. on No. 1.

CUTLERY—Some small-sized orders are noted, but business in the main is quiet.

CHAIN—There is not much doing either in cow ties or coil chain.

GREEN WIRE CLOTH—There is a good seasonable enquiry for wire cloth as well as screen doors, windows, etc. The basis for the former is unchanged at \$1.50 to \$1.60.

PLUMBERS' SUPPLIES—There is a freer demand for plumbing supplies of all kinds this week.

ICE CREAM FREEZERS—A good many orders are noted this week. Prices range from \$1.40 to \$7.

CLOTHES WRINGERS—A few small lots of clothes wringers have been going out during the week. We quote \$26.50 to \$27.

CHURNS—Quite a few orders are noted. Discount from stock is 70 per cent.

TOOLS—Draining and harvesting tools continue well required for in moderate lots.

AXES—Quite a few orders are noted for these, but some jobbers are selling pretty close to makers' prices. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—Stocks are not large, but demand here is not brisk. We quote: Plain, 45 to 50c.; tarred lining, 55 to 60c., and tarred roofing, \$1.60.

WARE—There is a good enquiry for tinware, and fair orders in a moderate way are also noted for both plain and enamelled iron ware.

DAIRY FURNISHINGS—There is little activity in a jobbing sense.

CEMENT—There is an easy feeling in cement. Sales of 300 English sold at \$2 ex-wharf, and Belgian, \$1.90 to arrive. Jobbing prices are unchanged.

FIREBRICKS—There is a fairly active business in firebricks, the demand being improved, if anything. Prices are steady at \$17 to \$21 per 1000, as to brand.

METALS.

The disposition is far from steady on most staple lines of heavy iron. In fact, prices have been shaded for quantity lots of pig, coke, tin plate, hoops and bands and many other lines. Advices from Wales on tin plate show no improvement, and the fact that cokes are offered here at a price laid down which leaves a bare profit speaks for itself as to the weakness of the market.

PIG IRON—Pig iron continues quiet, a few sales of Canadian at quotations being the only transactions. We quote: Scotch, \$20, and Ferrona, \$16.50 to \$17.50.

BAR IRON—Though the makers talk firmer on bar iron no difficulty is experienced in getting an order filled at \$1.50 to \$1.55.

SHEET STEEL—There is little enquiry for this and prices are nominal on the basis of \$2.75, 8 to 16 gauge.

SHEET IRON—There is a moderate enquiry for sheet iron, some fair import orders being closed this week. Quotations from stock are unchanged at \$2.25 to \$2.50, as to gauge.

TINNED IRON—There is a fair demand for this in small lots—\$5.75 up to 20 gauge.

HOOPS AND BANDS—Though the nominal basis for these is \$2.25, supplies can be laid down for less money, and so prices are not settled.

PIG LEAD—Continues unchanged at \$3.25, with the market featureless.

LEAD PIPE—No change, trade being dull at 7 to 7½c., with 30 per cent. off.

GALVANIZED IRON—In a nominal way the price from stock here is \$4.25 to \$5 for good, reliable brands, but the inside figure has been shaded in the case of a round lot, orders having been filled at \$4.15, while the

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

The
wonderful
popularity
of the

"Dayton"

is just
what
we
expected.
See
the wheel
yourself
and you'll
understand.

Send for Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS

spring importations ex wharf will mean a lower equivalent price.

INGOT TIN—Demand dull and prices steady at 16½ to 17c

INGOT COPPER—There is a much firmer feeling in copper outside, and prices are rather stiffer here at 11½c.

SHEET COPPER—Business dull and prices steady at 15½ to 25c., as to grade.

IRON PIPE—No activity to note and discounts still irregular, ranging from 65 to 70 and 10 off.

CANADA PLATES—Values have been shaded during the week fully 15c., sales from stock being made in round lots at \$2.10, and we quote \$2.10 to \$2.15. To arrive, ex wharf, they can be laid down at \$2.

TIN PLATES—There is a fair demand for these, but prices are heavy, with a weak tendency. Reliable makes of coke tin are offering at \$2.50, ex wharf to arrive, which is a very low price, only yielding the sellers a bare profit. We quote: Cokes, \$2.75, but this would very likely be shaded, and charcoal, \$3 to \$5, as to brand.

TERNE PLATES—There is no change in terne plates, which we quote at \$5.75 to \$6.25.

SOLDER—Quiet, ranging from 11½ to 13c.

SHEET ZINC—No change, business ruling quiet at 4½ to 5c.

SPELTER—Dull but steady at \$4.50.

ANTIMONY—Featureless at 10c.

GLASS.

Trade in window glass continues quiet and prices are unchanged. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

There have been few changes during the past eight days. Demand is fairly good at quotations, and as soon as the country roads settle, a healthy movement is anticipated.

WHITE LEAD—There is a fair demand for white lead at quotations. We quote: Choice brands Government standard, \$5; No 1, \$4.75; No. 2, \$4.50; common dry white, 4¾c.

RED LEAD—Stocks are small, and prices firmly held under a fair demand. We quote: Pure, in casks, 4c.; kegs, 4½c.; No. 1, in casks, 3¾c., and kegs, 4c.

LITHARGE—Continues in fair enquiry at steady prices. We quote: Ordinary packages, 4¾c.; ground 4½c.

PARIS GREEN—Quiet at the last week's decline. We quote: Casks, 13c.; drums, 13½c., and packets, 14½c.

LINSEED OIL—Supplies continue scant, and prices stiff in consequence. We quote: One to four barrels, 54c., raw; 57c., boiled; five to ten barrels, 53c., raw; 56c., boiled.

TURPENTINE—Fairly active at steady prices. We quote: 45 to 50c., less 3 per cent. 30 days.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

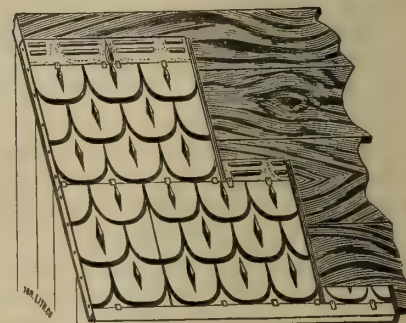
ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . **MONTREAL**
and Meakins & Sons, Hamilton

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.



JOHN WATTERSON

Merchant

Montreal

**TIN PLATES, CANADA PLATES
SHEET IRON, BLACK and GALVANIZED
SHEET ZINC, SHEET LEAD, PIG LEAD
INGOT TIN, WIRE, IRON AND STEEL
LINSEED OIL, RAW AND BOILED
CEMENT, FIREBRICKS
WINDOW GLASS, ETC.**

Sole Agent for Canada

Allandale Charcoal Tin Plates

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

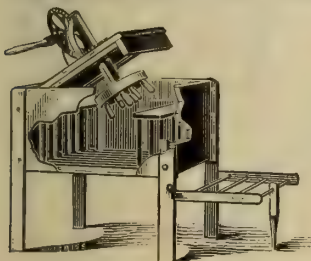
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on
**WASHERS
WRINGERS
CHURNS
ETC.**

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

RESINS — Business continues to pick up. We quote : Resins, \$2 50 to \$5, as to brand; coal tar, \$3 25 to \$4 ; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; orkum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

There is no change in the chemical market. We quote : Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$1.25 to \$2.40; chlorate of potash, 17½ to 20; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5; white sugar of lead, 7½ to 8½c.; bich potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1 15 to 1.50; chip logwood, \$2 to \$2 50.

PETROLEUM.

There has been no change in petroleum, and prices are unaltered. We quote : Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Hides continue weak, a further decline of 1c. being noted. Prices now range from 2 to 4c.

ONTARIO MARKETS.

HARDWARE.

TORONTO, April 24, 1896.

BUSINESS continues to expand, the movement of merchandise during the week being brisk. The feature of the trade as far as values are concerned is an advance of 12½c. per 100 lbs. in the price of barb wire, plain twist and staples. One of the lines in which the greatest activity has developed during the week is garden tools, while briskness is still the characteristic of harvest and draining tools and spades and shovels. Cut and wire nails are both in a little better demand than they were a week ago. Rope has also been moving more freely. A slight improvement is to be noted in coil chain, and an increased trade is being done in plumbers' supplies. Churns are less wanted than they were. Tinware continues active. Payments are more satisfactory, and the situation generally is improving.

FENCE WIRE—The demand has been good during the past week, and dealers are beginning to anticipate an advance in prices in the near future. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

1875.

COVERT'S

1896.



Covert's Bit Snap has no equal for connecting bit to bridle, or for Trace Carrier. Price is the lowest.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Horseshoe Sharpening Vises

Every Blacksmith needs one.

THEY WORK WELL
THEY LAST WELL
THEY SELL WELL

A. B. Jardine & Co.,
HESPELER, ONT.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

GARDEN HOSE

Every description of
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto



Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and
will stand knots and frost,
and are fully guaranteed.
Write for prices.

Works, Smythe Street
St. John, N.B.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**



Send for prices.

All kinds of
Pumping
and Geared
Steel

Wind Mills

House Pumps (Lift and Force, Brass and Iron).

Rotary Pumps.

Centrifugal Pumps.

Power Pumps.

Pump Cylinders, for deep bored wells.

Manufactured by

**THE NATIONAL
PUMP WORKS**

Montreal.

BARB WIRE—The advance which **HARDWARE AND METAL** has been anticipating during the past few weeks has taken place. The Ontario manufacturers have placed the price back to where it was about a month ago, viz., \$3 per 100 lbs. They have also cancelled the concessions to border towns. In other respects the terms and discounts are as before. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The demand is better this week than it has been for some time, probably owing to the notice that on and after May 10 prices will be advanced 15 per cent. We quote: Base price \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Probably for the same reason as cut nails, the demand for wire nails is more active this week. Prices on this line will be advanced 2½ per cent. on and after May 1st, making the discount 70 and 5 instead of 70 and 7½ as at present. Discounts are 70 and 12½ f.o.b. Montreal, and 70 and 7½ in Ontario, with delivery of 10 keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS — There is nothing to report in this line, trade being fair at the discount of 50 per cent. off the list.

HORSESHOES—The slight improvement noted in trade last week appears to have been maintained. We quote f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Business continues quiet and featureless. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head, brass, 72½ per cent.

BRASS AND COPPER WIRE—Demand continues fairly good at 12½ to 15 per cent. off the list.

CARRIAGE BOLTS—Nothing specially new has developed, trade being fairly good. Discounts are 60 to 60 and 10 per cent. f.o.b. Montreal, Toronto and Hamilton.

ROPE—There has been a free movement in this line in both sisal and manilla, especially in the larger sizes. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c.; Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

**F
R
I
P
C
U
B
T
L
O
I
L
A
O
E
R
N
Y
D**

Manufactured by . .

**The Dominion
Leather
Board Co.**

— MONTREAL

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

MONTREAL

LEATHER BELTING—There is a fairly good trade doing, although no special features have developed during the week. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 55 to 55 and 10 per cent.

CUTLERY—Trade is still without special features, the business still being confined to small sorting up parcels.

SPORTING GOODS—There is a little ammunition going out, but there is nothing doing in firearms yet.

COW TIES—Business is still on the quiet side, and prices are unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—The majority of orders booked some time ago have been completed, but enquiries are still coming in for further supplies although mostly from dealers who had not booked previously. The price is unchanged at \$1.50 per 100 square feet.

COIL CHAIN—The demand this week shows some improvement, particularly in the larger sizes.

PLUMBERS' SUPPLIES—The improvement noted during the past couple of weeks has further increased during the past week. The trade, however, would like to see the volume of business still larger.

ICE CREAM FREEZERS—There is still very little business doing. Prices, as before, range from \$1.40 to \$7, according to capacity of the freezers.

CLOTHES WRINGERS—There is quite a scarcity of these on the market, and, as a result, jobbers are unable to supply the demand. We quote \$26.50 to \$27.

CHURNS—The demand for these has fallen off a little during the past week. At the same time, however, fairly good quantities are still being called for. Discounts are 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Trade has been exceptionally good in this line during the past week. In addition to the activity previously noted in harvest and draining tools a good movement has this week developed in garden tools.

BUILDING PAPER—The trouble experienced during the past few weeks in regard to shortness of supply has been partly overcome during the last few days. At the same time, however, the manufacturers are unable to make shipments as rapidly as the trade would desire. We quote: Plain building, 45 to 50¢ per roll; tarred lining, 55 to 60¢; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—The conditions are much about the same as a week ago, shipments not having yet arrived. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE—Trade is still brisk, with the demand principally for pressed ware. In pieced ware the demand is principally for a

IMPORTATION



IT PAYS enterprising dealers, **BECAUSE** they obtain at factory prices a selection of goods that are not in the hands of all their competitors.

WE ARE THE ONLY INTERMEDIATES

between manufacturer and dealer. Our leading specialties are

FIRE ARMS, CUTLERY AND ENAMELLED WARE

Painchaud, Squire & Co.

European Hardware Manufacturers' Agents. . . MONTREAL

N. B.—We also sell goods "delivered Montreal duty paid" to save importers high ocean freights, trouble and expense of passing through Customs.



METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. Cor. King and Dufferin Sts. **Toronto**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .



Stearns Bicycles

Are handsome, light, durable. Such grace of design as is embodied in this "fast, easy-running, much-talked-about" mount can only be secured by the most approved methods, finest material and skilled workmanship. The '96 Stearns will be the best bicycle it is possible to produce. Finished at your option in orange or black. Address now for beautiful new catalogue. "The Yellow Fellow"

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

Elevators

Any desired capacity.
MILLER BROS. & TOMS
MONTREAL
 ANY SERVICE. ANY MOTOR

Manufactured by
THE JOHN MORROW MACHINE SCREW CO.

INGERSOLL, ONT.

Also manufacturers of

SCREWS, NUTS NIPPLES, STEPS
CONES, CASES CRANK KEYS

And such Goods as are milled from the Solid Bar of
 Iron, Steel or Brass.

"MORROW'S '96 SPECIAL"



TWO-PLY TWISTED FENCE STRAND

Galvanized Fence Staples
 Oiled and Annealed Fence Wire

MANUFACTURED BY

WRITE FOR CATALOGUE.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

Remington Bicycles

1896 NEW MODELS

Light Roadsters,
 Ladies', Racers,
 Tandem--
 Boys' and Girls'

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents, **London, Ont.**

"Just a Little Better than the Best"



THE FIRST MAN in the business world of to-day is the man who has placed his goods on the market truthfully advertised. The position we hold in the manufacture of Bicycles is proof that the **MCCREADY** is all that we claim—Just a little better than the best. Send for our Handsome Catalogue.

The R. A. MCCREADY CO. Ltd. 149 Yonge Street **Toronto, Ont.**



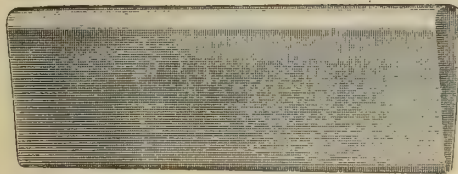
CARVER'S FRIEND



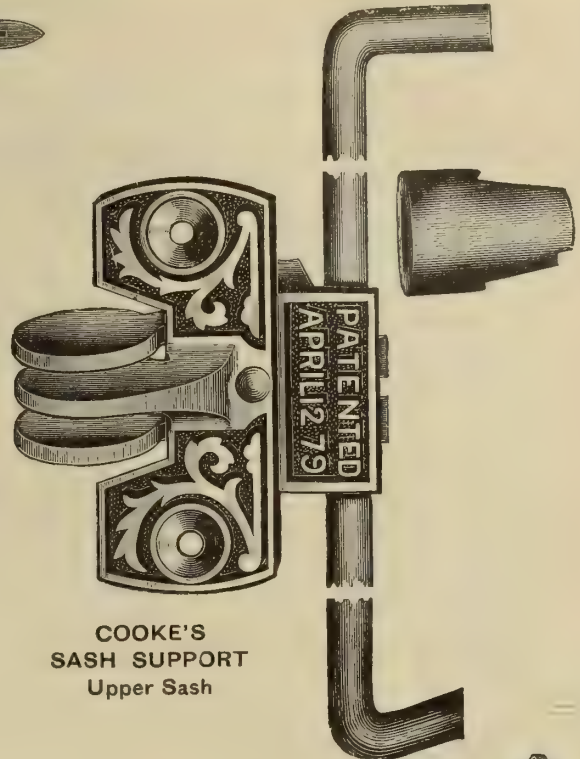
SCYTHE SHARPENER



MOWER'S FRIEND



EMERY SLIP

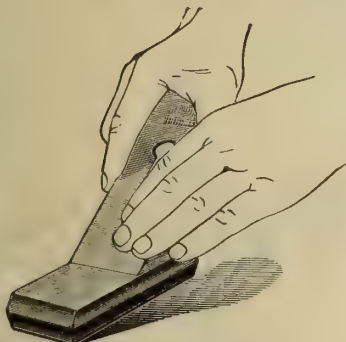


COOKE'S
SASH SUPPORT
Upper Sash

Cooke

Hardware

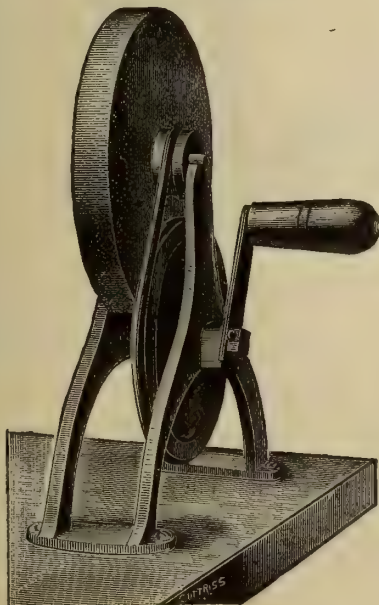
Co. 18 Hunter St. West
HAMILTON



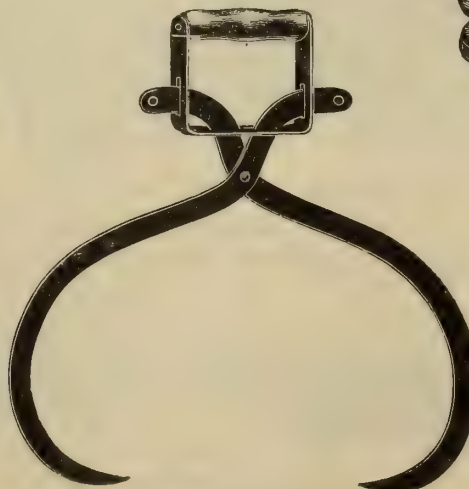
EMERY OIL STONE



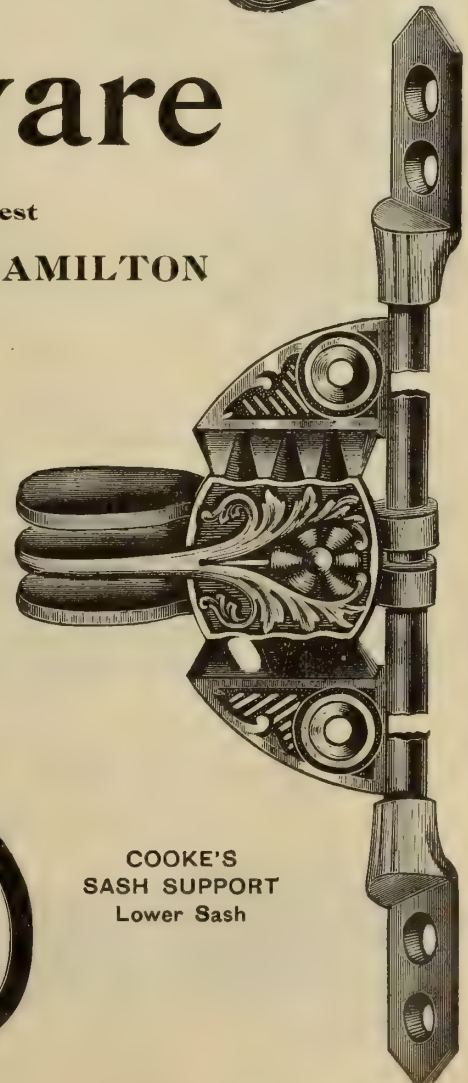
SEND FOR CATALOGUE AND
DISCOUNTS.



EMERY KITCHEN GRINDER



THE GRIP ICE TONGS



COOKE'S
SASH SUPPORT
Lower Sash

few such staples as flaring pails, covered buckets, creamery supplies, and japanned ware.

MILK CAN TRIMMINGS—Business continues flat and uninteresting.

METALS.

In the metal trade nothing particularly new has developed during the week. The demand is principally for galvanized iron and tin plate. In galvanized iron a slight reduction is to be noted. A slight change will also be observed in black iron pipe. Import orders are now being taken for Canada plate. Antimony has been advanced $\frac{1}{2}$ c. per lb. for Cookson's.

PIG IRON—There does not appear to have been much business transacted during the past week. Advices from the South America furnaces note an advance of 50c. per ton. We quote: No. 1 Siemens at \$18 Toronto for No. 1 brand and \$17.50 for No. 2. Ferro-Silicon is as before at \$27.50 Toronto.

BAR IRON—The demand is not as good as it was; at the same time a number of good orders have gone forward during the past week. Jobbers still quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—Continue in fair demand at firm prices. We quote \$2.30 to \$2.35 according to quality.

SHEET STEEL—The improvement noted last week appears to have been maintained, but nothing specially new has developed in the market, and prices are quoted as before. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, $3\frac{1}{4}$ to 4c. per lb.; do. 26 gauge, $4\frac{1}{4}$ c.

BLACK IRON—The conditions are much as they were a week ago. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Trade has improved considerably in this line during the past week. Still, however, no large quantities are moving, the orders being small but numerous. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, $4\frac{3}{4}$ c.; extra large sizes, 6 $\frac{1}{2}$ to 7 $\frac{1}{2}$ c. per lb.

LEAD PIPE—Continues to improve, although the quantities going out are not large. We quote: Lead pipe, 7c; lead waste, 7 $\frac{1}{2}$ c.; discount, 30 per cent off.

PIG LEAD—There is just an ordinary demand noted, and prices are unchanged at $3\frac{1}{4}$ to $3\frac{1}{2}$ c.

GALVANIZED IRON—Trade is better than it has been for some weeks. Import orders are being freely booked at \$4.25 instead of \$4.35 as formerly; in fact, orders from stock are not refused at the lower price. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade has been only fair during the past week, not any large sales having been reported. Prices are firm at 16 $\frac{1}{2}$ to 17c.

INGOT COPPER—Trade is a little better, a few good sales having been made during the past week. Prices range from 11 $\frac{1}{2}$ to 12c.

SHEATHING COPPER—The demand is principally for roofing and braziers' copper in small sheets. Import orders are quiet. We quote: 14 $\frac{1}{2}$ to 16c, according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—The principal demand at the moment is for galvanized pipe, in which there is quite a scarcity. Discounts on galvanized pipe now rule at 50 off. In black pipe a little change has been made, the discounts on two-inch being placed at 70 and 10 instead of 70 and 5 in quantities. In other sizes the discounts remain much as before. We quote as follows: English, $\frac{1}{4}$, $\frac{3}{8}$ to $\frac{1}{2}$ inch, 67 $\frac{1}{2}$ per cent.; $\frac{3}{4}$ to 1 $\frac{1}{4}$ inch, 70 per cent.; 1 $\frac{1}{4}$ to 1 $\frac{1}{2}$ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent. Canadian and American, $\frac{1}{4}$ inch, 60 per cent.; $\frac{3}{8}$ and $\frac{1}{2}$ inch, 65 per cent.; $\frac{3}{4}$, 1, 1 $\frac{1}{4}$ and 1 $\frac{1}{2}$ inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—There is a fairly good trade doing in both the domestic and imported article. Prices are unchanged. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Shipments from stock are small, but orders from import are being freely booked at the basis of \$2.35. We quote: Half-polished, \$2.50, 60-sheet boxes, \$2.55 to \$2.60; 75 sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 lbs.

TIN PLATES—The demand has again increased both in coke and charcoal finish. Trade has been exceptionally good the past month in this line and stocks have been in fair condition. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary, and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade is beginning to open up, but no great activity is looked for till

LINCOLN SAW WORKS

ST. CATHARINES, ONT.

All our saws are made from the best steel and by competent mechanics, under our own direct supervision, and are all fully warranted. Our specialties are

... THE NICKEL STEEL CROSSCUT SAW ...



This saw is five gauges thinner at back than at teeth and is the best saw made on the continent.

The Patent Lincoln Saw Set, The Patent Empire Buck Saw, Riveted Back Thin All-Steel Blade Scythes, Patent Double Lock and Solid Panel Brass and Steel Bedsteads.



The Metallic Bedstead is a new industry for us, and with the valuable improvements we have secured by Patent we anticipate a large demand for them. They will be beautifully finished and handsomely designed.

We also make and handle Buck Saws, Circular Saws, Canada Webs, Axes, Files, etc.

Send us a sample order and we will guarantee you satisfaction.

McMILLAN & HAYNES

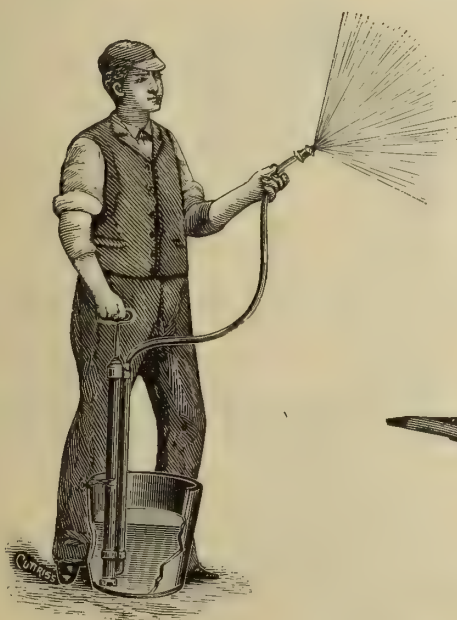
THE IMPROVED

Bucket Brass Spray Pump



THE MOST DURABLE PUMP
IN THE MARKET

The Piston Cylinder in this Pump is protected by an outer cylinder, which forms an air chamber, and protects the piston cylinder from getting dented so as to prevent the pump from working. There is no other pump in the market with this feature.



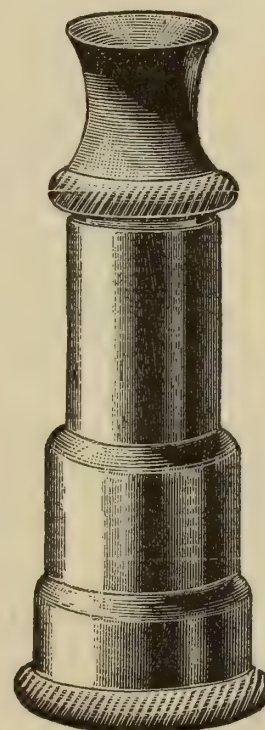
Patent Applied for in Canada, England,
and United States.



Hose Couplings



Hose Pliers



*"Gem"
Hose Pipe*

Hamilton Brass Manufacturing Co.

LIMITED

HAMILTON, ONT.

next month. Discount is unchanged at 60 per cent. off the list.

SHEET BRASS—The demand for this has improved, quite a number of shipments having been made both in rolls and small quantities during the past week. Discount is 25 to 33½ per cent., according to size of order.

TERNE PLATES—Business continues quiet and featureless at \$6 for the best brands.

SOLDER—There has been a fairly good demand for this during the past week, which, in fact, has been the case for some time. We quote: Half-and-half, 12c., standard, 11c.

ZINC SPELTER—There has been quite a demand, of late; in fact, so much so that there is a scarcity of the imported article at the moment. We quote: Domestic, 4c.; imported, 4¾c.

SHEET ZINC—While in fairly good demand quantities moving are not large. We quote: Cask lots, 4¾c.; smaller lots, 5c.

ANTIMONY—Cookson's has been in better demand, and stocks are low and prices higher by half a cent per pound. We now quote: Cookson's, 10c. in cask lots, ordinary, 9c.

PAINTS AND OILS.

Trade in paints and oils has improved materially during the past week, and a more satisfactory condition is reported in regard to payments, although there is yet plenty of room for further improvement. The only change to note in quotations is a decline of 1c. per gallon in the price of turpentine. The demand for turpentine is good. There is a good deal of white lead going out, and a slightly better demand is reported for linseed oil. Paris green is dull at last week's decline. Castor oil is in good demand with the market firm. Red lead is still scarce. There is a good demand for bicycle and other enamels. Glue is moving freely and an improved business is being done in ground glue.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¾c.; third grades, \$3.75 to \$4; red lead, \$4.50 in 100-lb. kegs; No. 1 red lead, \$4.25 per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13¾c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.; Paris white, 90c.; whiting, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 45c.; 5 to 9 barrels, 44c., freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1 ditto, \$14.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

GLASS.

Trade in window glass shows some improvement. A number of enquiries are still coming in for plate glass, but there is very

little business being done from stock. In fancy glass, trade is merely fair. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

MARKET NOTES.

Antimony is ½c. per lb. dearer.

Turpentine is 1c. per gallon cheaper.

Barb, staples and plain twist wire in Ontario has been advanced to \$3 per 100 lbs.

The James Robertson Co. report trade brisk in their dry color department, started a few months ago.

The new wire and cut nail cards issued by H. S. Howland, Sons & Co., are very much appreciated by the hardware merchants all over the country.

The Metallic Roofing Co., Toronto, has just placed in position in the Albion Hotel, of Toronto, one of their ornamental embossed steel ceilings.

H. S. Howland, Sons & Co., are daily in receipt of orders for "White Mountain" ice cream freezers. They carry all sizes from 1 to 20 quarts.

The Metallic Roofing Co., Toronto, lately supplied the ornamental embossed steel ceiling for the offices of The Canadian Typograph Co., of Windsor, Ont.

The James Robertson Co., Ltd., who recently purchased the varnish works of D. A. McKenzie, Toronto, have decided to retain Mr. McKenzie as manager of the works.

H. S. Howland, Sons & Co. are just in receipt of another shipment of "Keen Cut" horse clippers. They claim this brand is popular and gives every satisfaction.

Plummer & Young, hardware merchants, Sault Ste Marie, Ont., have dissolved, Mr. Young retiring from the firm. The business will be carried on by W. H. Plummer.

The hardware firm of Moore & Johnston, of Sydney, C. B., has been dissolved by the withdrawal of Mr. E. W. Johnston. The business will be continued by C. P. Moore.

H. S. Howland, Sons & Co. are just in receipt of a large shipment of Wilkinson's garden, lawn, border and sheep shears, which they claim are fine goods and splendid value.

A second and final dividend of 5 9 10c. on the dollar has been paid on the estate of Wegenast & Co., Waterloo. This makes a total of 30 9 10c. on the dollar which the creditors have received.

M. & L. Samuel, Benjamin & Co. are in receipt of a shipment of "Triumph" corn planters. This make gives good satisfaction, and finds a ready sale among the trade.

The Metallic Roofing Co., Toronto, have just completed their contract with Toronto Civic Authorities for roofing and siding the extensive new buildings on the Yonge street wharf with their "Eastlake" galvanized steel shingles and "Manitoba" steel siding.

One of the striking features in paint and oil circles this spring has been the hearty reception accorded to Munro's selected flake white lead manufactured by the Canada Paint Co. Decorators are said to be ordering it largely.

M. & L. Samuel, Benjamin & Co. have just received a shipment of "Diamond" vises. This is a first-class vise for any machinist, and very convenient for all private workshops. The vise weighs 38 lbs., and is painted green where not polished. The makers of this vise claim that the three

sharp jaws, 4 inches long, clamp pipe up to 2 inches firmer than any other vise.

Joseph Woodsworth, the pioneer hardware merchant of Yonge street north, informs us that the mild weather has made trade exceedingly brisk. Mr. Woodsworth has a very creditable turnout in the way of a delivery wagon, and always drives a good nag.

To make paint dry quickly without injuring the life of the paint is, with every painter, "a consummation devoutly to be wished for." The Canadian Paint Co. is issuing a neat card explaining the virtues of their "Magnetic Dryer" which it is said has already met a cordial reception wherever introduced.

The Gurney Foundry Co., Ltd., are experiencing a heavy demand for Oxford gas ranges. "During the past week," remarked a member of the firm, "we have been almost overtaxed to fill the orders." The firm shipped a carload of gas ranges and gas stoves to Montreal on Wednesday. The greater part of the shipment was made up of gas ranges.

M. & L. Samuel, Benjamin & Co. have a second carload of screen doors and windows just to hand. Considering that the season has scarcely opened, they have every reason to feel satisfied with the sales that have already been made of these goods; in fact, the second car had to be rushed forward much earlier than they anticipated to avoid disappointment to their customers.



DR. LEAVITT'S New Champion Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

ISLAND CITY Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.
188 and 190 McGill St. Montreal

Fencing Pliers Henry Boker's TREE GOODS.



Best in the Market.

**FROTHINGHAM & WORKMAN,
MONTREAL.**

A PROGRESSIVE HARDWARE HOUSE.

A substantial proof of business enterprise and prosperity comes to us from the "Prairie City," in the move by the well-known hardware merchant, Mr. James H. Ashdown, out of his old quarters into his magnificent new warehouse, which was completed for him just as the new year made its bow to a waiting world.

This building, the most finished of its kind in Canada, is massive and handsome in its construction; is capable of carrying an immense weight on each of its several floors, and is fully equipped with the most modern means for rapid freight handling in all the branches appertaining to Mr. Ashdown's immense business.

With a frontage of 80 feet, a depth of 140 feet, four storeys

and the basement, he has enclosed within the four walls a floor space of nearly 60,000 square feet, capable of carrying 20,000 tons.

The building is situated on Bannatyne street east, and although in the heart of the city, has track facilities, a spur of the Transfer Railway communicating directly with it.

CANADIAN BRIDGE AND IRON CO.

Several of the iron men have confused the assignment of the Imperial Bridge and Iron Works with the Canadian Bridge and Iron Co. There is no connection between the two firms, and the confusion can be accounted for by the fact that they occupy offices in the Imperial Building.

Fencing Supplies ..

PAGE STAPLE PULLER

A combination of pliers, staple-puller, hammer, wire-cutter, and splicer. Indispensable in building, repairing, moving, or taking down wire fences of any kind.

The Fastest Selling Tool in the Market

We can also supply galvanized wire and staples at prices that suit the trade.

THE PAGE WIRE FENCE CO. OF ONTARIO
Limited WALKERVILLE, ONT.

OILS ..

Machinery Oils
Linseed Oils
Turpentine

EVERY KIND OF OIL

BEST GOODS, LOWEST PRICES

Write us for Samples and Quotations

ROYAL OIL COMPANY

Toronto and Montreal



ANOTHER INVESTIGATION.

It has been learned that an investigation which has been going on for some time past, in connection with certain British goods coming into the Canadian market, has disclosed the fact that for a number of years steel manufactured by a well-known Sheffield firm has been used exclusively for the knives of the Woodyatt lawn mower. As both the steel and mower have a world-wide reputation, it has been proposed that Parliament (after it has disposed of the remedial measure), shall appoint a commission of enquiry, to decide whether the popularity of the mower mentioned is due to merits of its own or solely on account of the quality of the steel used.

SUPPLIES OF SAND-PAPER.

A car and a half of Baeder & Adamson's sand-paper is reported in by Caverhill, Learmont & Co., Montreal. They placed a big order this year and are able to do better than usual for their customers.

ABOUT HORSE NAILS.

In the article on the horse nail situation, in last week's issue, is the sentence, "Had the makers gone back at one bound to the discount ruling in 1888, viz., 40 and 57 p.c." This should have read 40 and 5 per cent."

MOVING TO NEW OFFICES.

Thos. E. Howard, who represents several well-known manufacturers in ornamental brass work and curtain poles and fixtures, is moving this week from his old premises, 67 St.

James street, Montreal, to new offices, 446 to 448 St. James street. The removal will give him 15,000 square feet of space, which is absolutely necessary to show the extensive line of samples that he carries. Applications for catalogues, price lists, etc., at the new offices will be answered promptly. Mention **HARDWARE AND METAL** in writing.

NEW INDUSTRY FOR CANADA.

The Oneida Community are establishing a branch of their wire chain factory at Niagara Falls, Ont., in addition to their factory in which they have been making cut link chains for the Canadian market. They also intend to manufacture their steel traps on this side shortly. Both plants will be ready for the fall trade.

PERSONAL MENTION.

Mr. Payne, a director in the large cutlery business of George Wostenholm & Sons, makers of the justly celebrated IXL goods, paid Toronto, Hamilton and Montreal a visit this week. The demand for this brand of cutlery is said to be steadily increasing in Canada.

Mr. William Thompson, representative of Caverhill, Learmont & Co., Montreal, was noticed trundling a bicycle down Bay street a few days ago. Whether Mr. Thompson is going to abandon the rail and take to the "bike" is not yet clear. It has been suggested, however, that travelers who still use the railroad should, in each town they visit, hire a tandem bicycle to convey the merchants to their sample rooms. Let us hear who is the first buyer conveyed in this unique style (with photograph).

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

A Boon to Hardware Merchants is Bennett's
PATENT Box for Storing

Shelf Goods

BECAUSE

They save your clerks' time, as they do away with the untying and tying up packages.
Your samples can be well displayed on the wooden fronts with which the boxes are provided, and you assist your customers in making their purchases.
Your shelving and samples will present a neat and uniform appearance, instead of being ragged and irregular, as under the old system. Remember, customers appreciate a well kept store.
You need to save room, and Bennett's boxes being made with metal sides and bottoms, take up very little space, and they condense stock as well as displaying it. The edges of the metal are embedded in the wood, and there are no nail heads or any roughness on the boxes. They are smooth to handle, and slide together on the shelves without any trouble.
In the manner in which they are constructed (which is patented) they are proof against all strain and practically unbreakable.
Your customers will be served more promptly through your clerks being able to handle the goods in less time. To serve customers well and quickly is a sure road to success.
They are not only light, strong, neat, attractive and labor-saving, but they can be sold to you at a price which is small compared with their real value in a store.
They are the invention of a practical hardwareman of twenty years' experience, whose endeavor has been to supply a much needed want.
They have been tested, and have proved to be and to do all we claim for them.
Read what a leading hardwareman of Winnipeg says, who put 400 of them into his store in February, 1893:

WINNIPEG, MANITOBA, January 13th, 1894

To all whom it may concern:

This is to certify that I have used Jos. S. Bennett's hardware boxes in my store for about one year, and find them not only a very great convenience, but improve the appearance of the shelving as well as keeping my stock in order and condensing the goods.

Before adopting the boxes I sampled my goods on the original packages, and being of different sizes and colors the shelves always had an untidy appearance, but through having the boxes the stock is better classified, and my clerks know precisely where to lay their hands on the goods, and it does away with the annoyance of tying and untying samples.

I would not be without them now for twice their value, and would recommend them to anyone in the hardware trade.

ROBT. WYATT.

In speaking of the invention The Scientific American says.

"In this way is made a light, strong box, free from rough edges or nail heads, and well adapted for storing hardware or other heavy goods."

Any size made to suit existing fixtures.

Sample box mailed on receipt of 25 cts.

J. S. Bennett 332 Main St. Winnipeg

COVERT MFG. CO.

WEST TROY, N. Y.

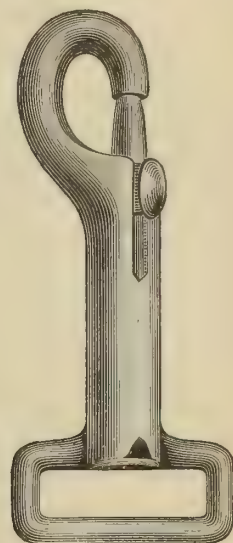
U. S. A.

JOCKEY NO. 25



DOUBLE SNAP, NOS. 510, 511 AND 512

TROJAN SNAP



TRADE MARK.

1-2 GRO (No. 25) 1 IN. LOOP.

Covert JOCKEY Snap.

Patented November 13th, 1894.

(FAC-SIMILE YELLOW LABEL)

HORSE AND MULE JEWELRY,

CONSISTING OF

COVERT'S Celebrated Harness Snaps, Swivel Snaps, Open Eye Bit and Chain Snaps, Snap and Thimble for Horse and Cattle Ties, CHAIN GOODS, consisting of Bre st Chains, Halter Chains, Rein Chains, Stallion chains, Breeching Chains, Heel and Post Chains, etc. ROPE GOODS, consisting of Adjustable Web and Rope Halters, Rope Horse and Cattle Ties, Web Horse Ties, Web Surcingles, Halter Leads, Driving Reins, Rubber Interfering Boots, Weight Cords, Hammock Ropes, Hitching Cords, Lariat Tethers, Picket Pins, Wagon Jacks, Pant Stretchers, etc., etc.

(FAC-SIMILE RED LABEL)

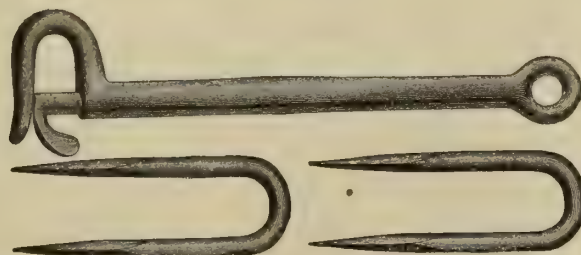
TRADE MARK.

1-3 GRO. (No. 20) 1 1/4 IN. LOOP.

Covert TROJAN Snap.

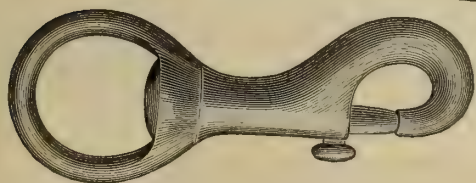
Patented Dec. 11, 1894, and Jan. 8, 1895.

These Goods are Sold by all
Leading Jobbers at Manufac-
turers' Prices.



COVERT'S SAFETY GATE HOOK

Send for Illustrated
Catalogue and Price-List
for 1896.



SWIVEL NO. 50.



SNAP AND THIMBLE.

COVERT MFG. CO., West Troy, N.Y., U. S. A.

A BUSY ENAMELLED WARE FACTORY.

BUSINESS may be quiet in the country, but it is not reflected in the factory of the Kemp Manufacturing Co., Ltd., of Toronto. This was the thought that forced itself upon me a couple of days ago when I took a run through the workshops of that establishment.

The enamelling department was what probably interested me most, for since I went through it about six months ago I could see a marked change. The new building devoted to enamelling department is three storeys high, and has an area of 180 x 81 feet, and every flat was a scene of busy activity. But what particularly struck me was the increase which had been made since I was there before in the capacity for turning out work in the way of appurtenances and the increased number of employes. One of the members of the firm, in reply to a question of mine, stated that their staff of employes was double what it was when they first embarked in the manufacture of enamelled ware. One line that particularly attracted my attention was the enamelled ware sink which the firm has recently placed on the market. It is of a beautiful light color, and I don't see what is going to keep it from becoming popular. The firm is making a feature of this sink, and, I understand, with marked success. Down in one of the machinery departments I saw a ponderous machine which has recently been put in by the firm for drawing these sinks. An idea of its size may be gathered when it is stated that it weighs 80,000 pounds. The Kemp Manufacturing Co. are devoting the greater part of their energies just now in pushing granite steel ware and "Diamond" ware, and the

testimonials which they possess show that their efforts are appreciated.

Incidentally it may be remarked in this connection that enamelled ware in Canada is about 33⅓ per cent. lower in price than are similar lines in the United States.

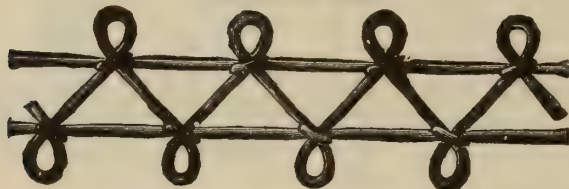
A HANDY BOLT HOLDER.

The rattle that is the invariable accompaniment of the ordinary bolt holder is sufficiently annoying in itself to make any substitute for it a welcome innovation. But, besides, the ordinary holder is apt to be so tight that the bolt will not work, or so loose that it rattles and will slip back gradually if the door that it holds is continually shaken. Both these defects have been done away with in Burton's improved Acme bolt holders. This handy little contrivance not only holds the bolt firmly, but it is perfectly noiseless. It is easily inserted and its shape is such that it is held firmly in place by spring tension and possesses many other advantages that are apparent on inspection or when in actual use. Lewis Bros. & Co., Montreal, carry a full stock of these contrivances.

A CHANCE FOR WALL PAPER.

Dealers who require a few bright and attractive patterns in wall paper to freshen up their stock for the spring will find it to their advantage to correspond with Watson, Foster & Co. They are clearing out a large stock of all grades of the best selling styles, and buyers who want any should lose no time. Samples can be had on application to the firm's offices, Grey Nun street, by mentioning **HARDWARE AND METAL**.

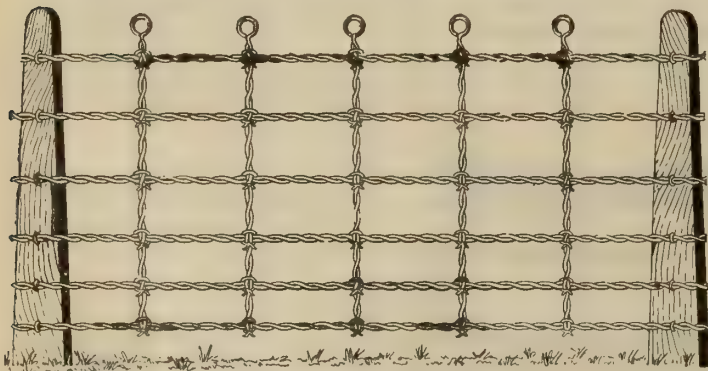
Pat. Nov. 19, 1889.



Above Cut Is One-half Actual Size.

The Hathaway Fence Wire is most attractive in design. Suitable for farm, field, or garden—Handsome, cheap and durable. Write us for prices, etc.

THE COLLINS MANUFACTURING CO.

**The Collins Twist Wire Fence No. 2**

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.

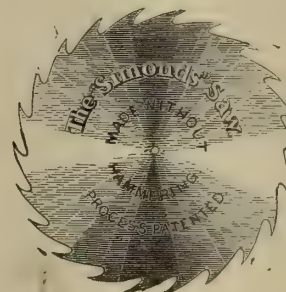
THE COLLINS MANUFACTURING CO.

66 Esplanade St. West

TORONTO, ONT.

R. H. SMITH CO., LIMITED,

St. Catharines, Ont.



We are the only manufacturers in Canada using the famous Simonds process for tempering Circular Saws. The **ONLY** PROCESS that will give an absolutely even temper to all parts of the saw.

Our travellers will call on the Hardware trade at an early date with samples of new lines of Cross-cut Saws, with prices lower than anything now offered, quality considered. Also some new lines of Hand Saws, very fine and cheap.

Merchants will find it to their best interests not to place orders until they see our samples.

R. H. SMITH CO., LIMITED.

Manufacturers of all kinds of Saws,

ST. CATHARINES,

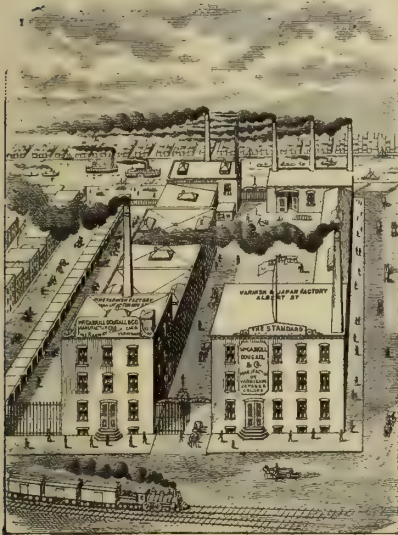
ONT.

Our Wheels Have Been a Success

Because they are made of the best materials by skilled workmen, and no detail in their construction is overlooked. They have all the best and latest improvements, are **graceful in design, handsome in finish**, and unsurpassed for **speed** and **light running** qualities, and yet we sell different lines at prices to suit everybody, and each wheel has our guarantee.

GET OUR CATALOGUE FOR FULL AND INTERESTING DETAILS.
WE WANT GOOD AGENTS EVERYWHERE.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.



McCASKILL, DOUGALL & CO

Successors to D.A. McCASKILL & Co.

D.A. McCASKILL

JAMES S.N. DOUGALL.



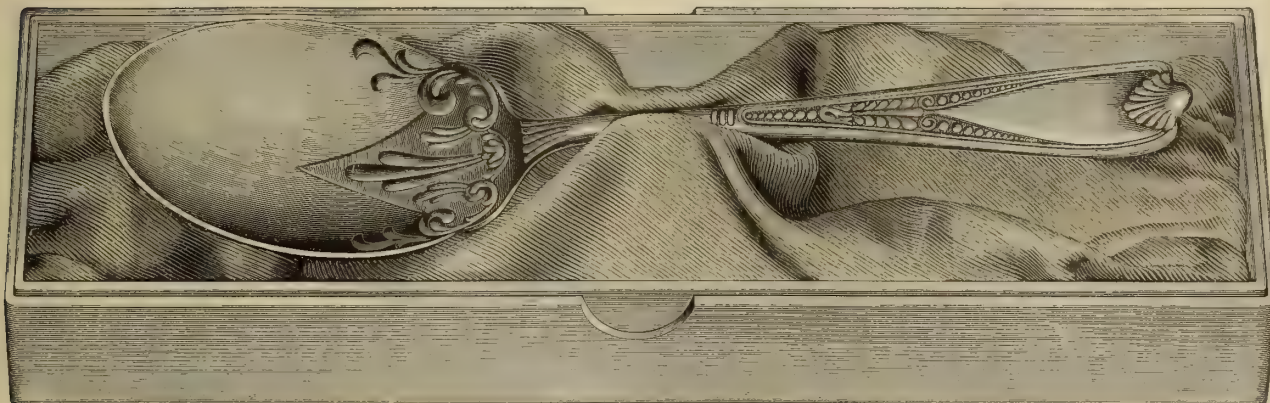
MANUFACTURERS OF

**VARNISHES
JAPANS & COLORS**

≡ MONTREAL ≡

Factories and Warehouses: Manufacturers and Albert Streets.

Offices: 30 St. John Street.



MINNEHAHA
PATTERN
BERRY SPOON

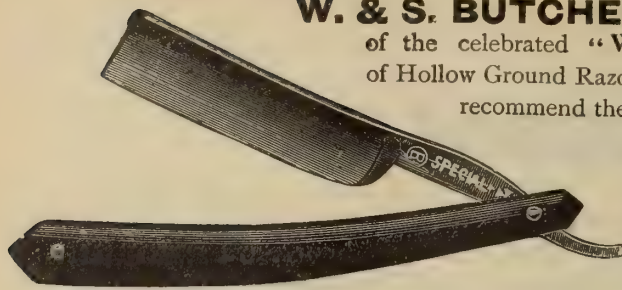
NEW AND SEASONABLE GOODS IN EVERY LINE OF OUR MANUFACTURE.

The Toronto Silver Plate Co.

570 King
St. West,

Toronto, Can.

E. G. GOODERHAM, MANAGER AND SEC.-TREAS.

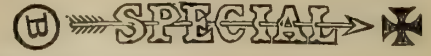


WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS



JAMES HUTTON & CO., Agents, - - Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, April 24, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag	0 17	0 17 1/2
56 and 28 lb. ingots, per lb.	0 17	0 17 1/2
Straits	0 17	0 17 1/2

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	85 25	
I.X.	6 50	
I.X.X.	7 75	
R. & Co.		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 75	
Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
I.X.X.X.	6 75	7 00
D.C., 12x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06 1/2
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26	0 06	0 06
" 28	0 07 1/4	0 07 1/2
Allendale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	
Refined	1 70	
Horse Shoe	2 35	2 65
Band	2 60	2 30
Hoop	2 30	2 30
Sleigh Shoe Steel	4 00	4 25
Tire Steel	2 75	3 00
Machinery	3 00	3 25
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10 1/2	0 11
Tank Plates, 1-5 and thicker	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10 1/2
3-inch	0 13 1/2

Steel Boiler Plate.

1/4 inch	2 45
1/2 "	2 35
3/4 " and thicker	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24	2 25	2 35
26	2 35	2 45
28	2 50	2 65

Canada Plates.

All dull	2 40
Half polished	2 50
All bright	3 00

Iron Pipe.

Wrought, 1/4, 3/8, 1/2, 5/8, 3/4, 1 1/4 in. 70 p.c.	
1 1/2 to 2 in. 70 and 5 p.c.	
Galvanized, 50 p.c.	
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.	

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—		
	Per lb.	Per lb.
16 to 24 gauge, per lb.....	0 04½	0 04¾
26 gauge, "	0 04¾	0 05
28 " "	0 05	0 05¼
16 to 24 gauge, per lb.....	0 04	0 04¼
26 gauge, "	0 04¼	0 04½
28 " "	0 04½	0 04¾

NOTE.—Cheaper grades about ¼ cent per pound less.

NOTE.—Cheaper grades about 1/4 cent per pound less.

Chain

Proof Coil, 3-16 in., per 100 lbs	6 00
" 1/4	4 75
" 5-16	4 00
" 3/8	3 75
" 7-16	3 35
" 1/2	3 25
" 9-16	2 95
" 3/4	2 85
" 7/8	2 75
Trace, per doz. pairs	3 60
German coil, per 100 ft.	1 65
Jack chain, iron, single, per doz. yards	0 13
Jack chain, double, per doz. yards	0 15
Jack chain, brass, single, per doz. yards	0 20

Copper.

English B. S., ton lots	0 11 1/2	0 12
Lake Superior	0 11 1/4	0 12
Bolt or Bar.		
Cut lengths, round, 1/2 to 3/4 in. round and square 1 to 2 inches.	0 20	0 22
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.		

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14 1/2	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes.	0 15	0 16 1/2
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45	0 15	0 15 1/2
" 50 lb. and above,	0 14 1/2	0 15
Boiler and T. K. Pitts.		
Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge..	0 20	0 22
" 27 to 30	0 21	0 23
" 30 and up.	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04 1/4	0 04 1/2
Domestic	0 03 3/4	0 04

Zinc Sheet.

5 cwt. casks	0 04 3/4
Part casks	0 05

Lead.

Imported Pig, per lb	0 03 3/4	0 03 1/2
Domestic, per lb	0 03	0 03 1/2
Bar, 1 lb.	0 04 1/2	0 04 1/2
Sheets, 2 1/2 lbs. sq. ft., by roll.	0 04 1/2	0 04 3/4
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04 1/4	0 04 1/2
NOTE.—Cut sheets 1/2 cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.		
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7 1/2 cents.		

Solder

Bar half-and-half	Per lb.	Per lb.
Standard	0 12 1/4	0 13
Wire	0 11 1/2	0 12
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		

Antimony.

Cookson's, per lb	0 10	0 00
Other makes, per lb.	0 09	0 00

Anti-Friction Metal.

"Beaver" brand	Per lb.	80 20
----------------	---------	-------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	84 75	5 00
No. 1 do	4 50	5 00
No. 2 do	4 25	4 50
No. 3 do	4 00	4 25
Brandram Bros. Genuine	6 00	6 00
" Decorative	5 75	5 75
" No. 1	5 10	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)		
James' genuine	5 75	5 75
No.	5 25	5 25

Prepared Paints.

(In 1/4, 1/2 and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Second qualities, per gallon.	0 90	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	0 07
Chrome Yellow	0 11	0 11
Golden Ochre	0 06	0 06
French	0 05	0 05
Marine Black	0 09	0 09
Green	0 08	0 08
Chrome	0 08	0 08
French Imperial Green	0 19	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J. F. L. S.), bbls. per cwt	2 75	2 75
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb	0 09	0 09
" 100 lb. drums	0 10	0 10
Burnt Sienna, pure, per lb.	0 10	0 10
Umber,	0 09	0 09
do. aw	0 09	0 09
Drop Black, pure	0 18	0 18
Chrome Yellows, per lb.	0 12	0 12
Chrome Greens, pure, per lb.	0 12	0 12
Golden Ochre	0 03 3/4	0 03 3/4

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69
Extra	0 90
Brown Japan	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan	1 20
Pure Orange Shellac	2 10
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

Raw, per gal	0 54	0 55
Boiled, per gal	0 57	0 58
Freight allowed. Price 2c. less Toronto		

Turpentine.

4 to 9 barrels	0 44
1 to 4 "	0 45
Freight allowed. Price 3c. less Toronto	

Castor Oil.

In cases, per lb	0 06 1/2
Small lots	0 06 3/4

Cod Oil

Cod Oil, per gal.	0 50	0 51
-------------------	------	------

Glue

(In bbls.)

Common	0 07 3/4	0 08
French Medal	0 10	0 10 1/2
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatin	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list. Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.	
Rim Fire Pistol, dis. 45 p. c., Amer.	
Rim Fire Cartridges, Dom., 50 and 5 p. c.	
Rim Fire, Military, net list, Amer.	
Central Fire Pistol and Rifle, 18 per cent. Amer.	

Central Fire Cartridges, pistol sizes, Dom. 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.	
Central Fire, Military and Sporting, Amer., net list. B. B. Caps, discount 45 per cent., Amer.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.	

Canadian, common, 17 1/2 per cent.	
Brass Shot Shells, 55 and 10 per cent.	
Primers, Dom., 30 per cent.	

Wads.—Baldwin's

Best thick white felt wadding, in 1/2-lb bags.	per lb	1 00
Best thick brown or grey felt wads, in 1/2 lb. bags.		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge		0 35
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each, 8 gauge		0

HANDLE ONLY

WEATHER
AND
WATERPROOFReady Mixed
Paint

PATENTED.

COVERS
MOSTLOOKS
BESTWEARS
LONGESTMOST
ECONOMICAL

Every package guaranteed to give perfect satisfaction. Will not Check, Chalk or Blister. Our patent gives it Elasticity, Durability and Non-Fading Qualities, and makes it a Rubber and Enamel Paint.

Dealers who have not secured control of the Weather and Waterproof Paint should do so at once. It pays to handle only the best.

FRANCIS, FROST & CO.

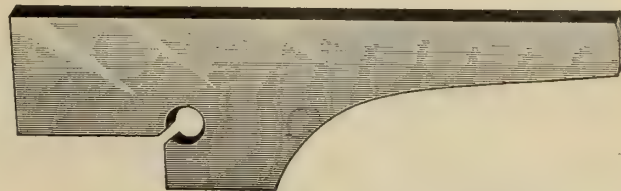
Manufacturers, Importers

TURPENTINE, OIL,
DRY COLORS, GLUES,
VARNISHES, Etc.Offices—Canada Life Building, 42 King St. W.
Factory—122-124 Richmond St. E.

TORONTO, ONT.

Shurly & Dietrich,

GALT, - - - - - ONT.

**SOMETHING NEW**

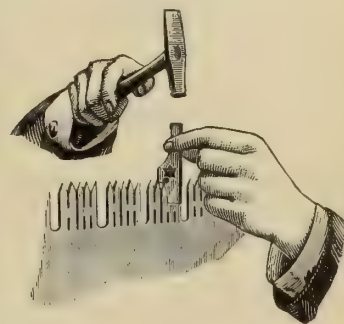
A patent Saw Set—a perfect gem—which does the work right every time. Small, simple, neat and cheap. Can be carried in the vest pocket. The above cut represents full size.

Maple Leaf Saw Set

Manufactured by

SHURLY & DIETRICH

GALT, ONT.

**Lamplough &
McNaughton**

59 St. Sulpice Street

MONTREAL**HARDWARE
CUTLERY
ENAMELWARE, Etc.**

FULL LINE OF STAPLES ALWAYS ON HAND

Sole Agents
for the Celebrated**Arbenz Razor**

Manufacturers of

FINE VARNISHES

Japans,

Asphaltums,

Shellacs.

**Maple Leaf Brand Coach Varnishes****J. H. Farr & Co.****Armature Insulating Compound**Insulating Compound for
Water-Proof Wire, Tube
Compound, Mica
Paste, etc.,
etc.8 to 16 Morse Street
Toronto.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddlers, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Agricultural, 60 per cent.		
No. 1, leather, discount 50 per cent.		
Standard, 45 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
--------------------------------	--	--

Expansive.

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tiro, dis. 60 per cent.		
Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

c, with augers, each	5 00	7 50
----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis. 75 and 10 per cent.		

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
--	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napaneer, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian, dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
F. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
doz	90	1 75

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	2 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hatters		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.		
---	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond.	Per 100 ft.	Per 50 ft.	Star.	Per 100 ft.	Per 50 ft.	Size United Inches.	Pilkington.
14	4 45	6 15	10	2 10	1 10	14 to 25	1st break
16	4 45	6 15	10	2 10	1 10	26 to 30	2nd "
18	4 45	6 15	10	2 10	1 10	32 to 36	3rd "
20	4 45	6 15	10	2 10	1 10	38 to 42	4th "
22	4 45	6 15	10	2 10	1 10	44 to 48	5th "
24	4 45	6 15	10	2 10	1 10	50 to 54	6th "
26	4 45	6 15	10	2 10	1 10	56 to 60	7th "
28	4 45	6 15	10	2 10	1 10	62 to 66	
30	4 45	6 15	10	2 10	1 10	68 to 72	
32	4 45	6 15	10	2 10	1 10	74 to 78	
34	4 45	6 15	10	2 10	1 10	80 to 84	
36	4 45	6 15	10	2 10	1 10	86 to 90	
38	4 45	6 15	10	2 10	1 10	92 to 96	
40	4 45	6 15	10	2 10	1 10	98 to 102	
42	4 45	6 15	10	2 10	1 10	104 to 108	
44	4 45	6 15	10	2 10	1 10	110 to 114	
46	4 45	6 15	10	2 10	1 10	116 to 120	
48	4 45	6 15	10	2 10	1 10	122 to 126	
50	4 45	6 15	10	2 10	1 10	132 to 136	

1st break	2 71	
2nd "	2 90	
3rd "	3 10	
4th "	3 40	
5th "	3 65	
6th "	4 15	
7th "	4 68	

Picture Glass.

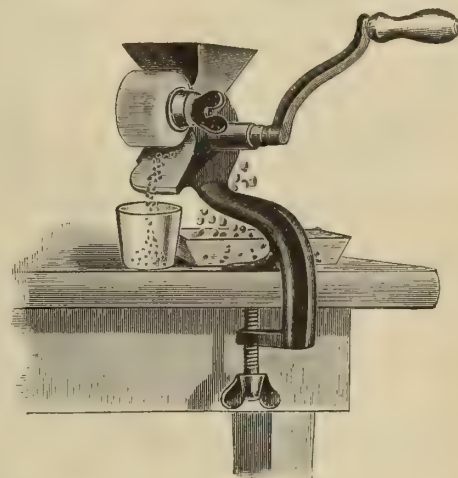
Pilkington's Ordinary.		
1st break	.....	4 40
2nd "	.....	4 70
3rd "	.....	5 40
4th "	.....	5 90
5th "	.....	6 50
6th "	.....	6 90
7th "	.....	7 70

LIGHTNING RAISIN SEEDER

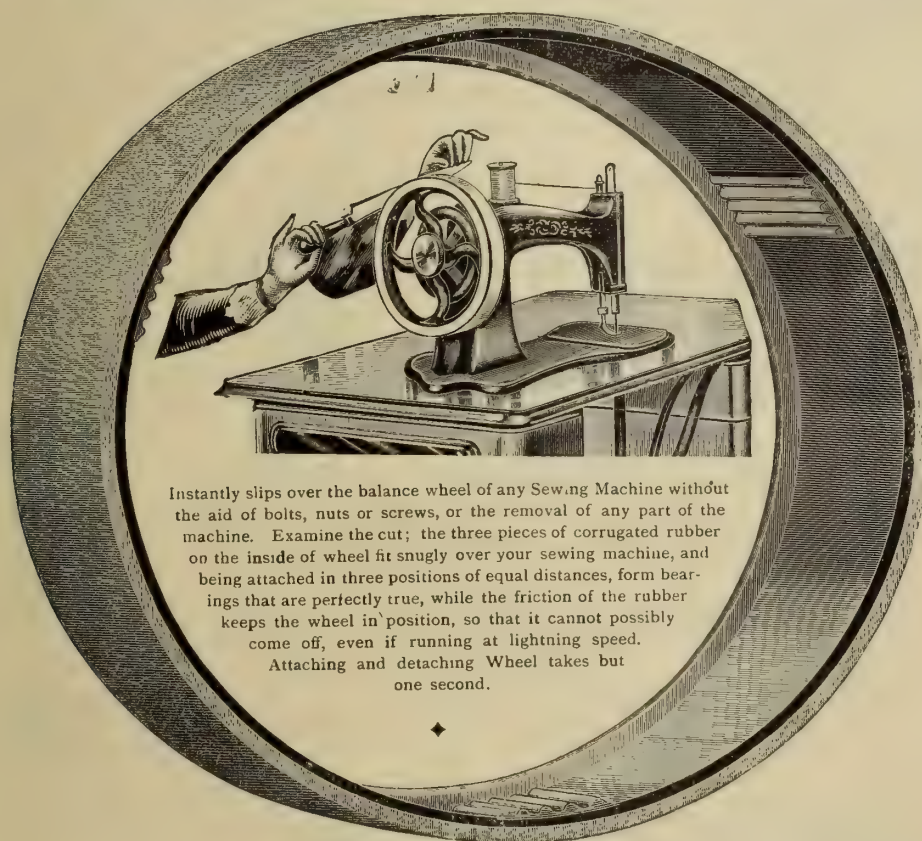
"The Seeder that Seeds"

The best household selling article on earth. It is "first" and there is no "second." It is brand new, and live, hustling merchants will lose no time in putting them in stock. We guarantee every single machine and stake our business reputation on this article.

It seeds raisins as fast as you can drop them into the hopper. It is a perfect working machine, finely made, and composed of thirty-eight different parts. Impossible to get out of order. The raisins are dropped into the hopper, and when the crank is turned they drop out on one side of the machine and the seeds on the other. **Price, \$1.25 each.** Ask your jobber for them or **send to us for special prices.** Packed one dozen in a box.



Diamond Wheels For Home ... Grinding



Instantly slips over the balance wheel of any Sewing Machine without the aid of bolts, nuts or screws, or the removal of any part of the machine. Examine the cut; the three pieces of corrugated rubber on the inside of wheel fit snugly over your sewing machine, and being attached in three positions of equal distances, form bearings that are perfectly true, while the friction of the rubber keeps the wheel in position, so that it cannot possibly come off, even if running at lightning speed.

Attaching and detaching Wheel takes but one second.

THINK OF IT! Its use temporarily converts your sewing machine into a \$15 grinding machine of the very highest order, making it a pleasure to do your household grinding and polishing.

The Wheel is made of iron, handsomely finished in enamel and gold, and an ornament to the finest machine. The grinding surface is composed of Crystal Carborundum, such as is used by jewelers and in dentistry, which is put on to the iron surface by a new process exclusively our own, forming a beautiful, lasting, indestructible grinding surface that will not glaze, as is the case with emery, but cuts rapidly and smoothly, requiring but little pressure, and therefore will not heat and draw the temper of articles ground or polished. Each wheel is neatly packed in an attractive case.

Retail Price, 75 Cents

... REVISED LIST OF SIZES TO USE ...

For Advance Machine.....	No. 4
" American Machine	" 4
" Alliance Machine	" 2 1/2
" Belvidere Machine	" 2 1/2
" Buffalo Queen Machine...	" 2 1/2
" Columbus Machine	" 2 1/2
" Columbia Machine	" 2 1/2
" Domestic Machine	" 2
" Davis Machine (old).....	" 2
" Davis Machine (new)....	" 4

For Demorest Machine	No. 2 1/2
" Helpmate Machine	" 3
" Household Machine	" 3
" New Williams Machine...	" 1
" New Home Machine....	" 3
" Niagara Machine	" 4
" Paragon Machine.....	" 3
" Royal Machine.....	" 1
" Raymond Machine	" 1
" Singer Machine	" 1

For Singer Machine (Factory).....	No. 2
" Seamstress Machine	" 3
" Standard Machine.....	" 4
" Wheeler & Wilson No. 9...	" 5
" " " " 8...	" 6
" " " " 10...	" 2 1/2
" " " " 12...	" 2 1/2
" White Machine.....	" 1
" Wanzer Machine, C	" 1

Packed one dozen, assorted sizes, in a handsome counter display case.

Buffalo Specialty Mfg. Co. BUFFALO N.Y.

KNIVES.

Clauss, bread, cnke, and paring knives, \$7.00	
doz. sets nett. to 10 per cent.	
Hay knives, spear point, L or T handle, 60	
to 60 and 10 per cent.	
Lightning, per doz.	6 50
Heath's, 5 1/2 p.c.	8 40

LADLES.

Melting, per doz.	1 70	4 50
-------------------	------	------

LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, " "	1 87	3 85
King, wood, " "	2 75	2 90
" glass, " "	4 00	4 50
All glass, " "	1 20	1 30

LINES.

Fish, per gross.	1 05	2 50
Chalk, " "	1 90	7 40

LOCKS.

Canadian, dis. 50 p.c.		
Russell & Erwin, per doz.	2 90	7 50
Cabinet, " "		
Eagle, dis. 40 to 42 1/2 p.c.		
Padlock, " "		
English and Am., per doz.	0 50	6 00
Scandinavian, " "	1 00	2 40
Eagle, dis. 15 to 17 1/2 p.c.		

MALLET.

Tinsmith's, per doz.	1 25	1 50
Carpenter's, hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each	1 60	2 00

MATTOCKS.

Canadian, per doz.	8 50	10 00
--------------------	------	-------

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.		
------------------------------------	--	--

MINCING KNIVES.

American, per doz.	0 42	2 35
--------------------	------	------

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70 to 10		
to 75 per cent.		

NAILS.

Cut Nails (Iron)—		
-------------------	--	--

1. Either Canada or American pattern—		
Basis 50 to 60 dy.	2 60	
40 dy.	2 65	
30 dy.	2 70	
20, 16, and 12 dy.	2 75	
10 dy.	2 80	
8 and 9 dy.	2 85	
6 and 7 dy.	3 00	
2. American pattern only—		
From 4 to 5 dy.	3 20	
3 dy (lath).	3 60	
3. Canada pattern only—		
From 4 to 5 dy.	3 10	
3 dy (lath).	3 50	
3 dy, A.P. fine.	4 20	
Car lots 10c. less.		

Cut Nails (Steel). Add 10c. to the prices in		
list for iron nails. 10-kg lots prepaid to		
maximum of 25c. per 100 lbs.		
Wire Nails, 70 and 7 1/2 per cent.; 3 per cent.		
cash delivered in lots of 10 kegs or more		
Brads and moulding nails, 75 per cent.		
from new list, and in 1-lb. papers 75		
per cent.		

NAIL PULLERS.

German and American.	1 85	3 50
----------------------	------	------

NAIL SETS.

Square, round, and octagon,		
per gross	3 38	4 00
Diamond	12 00	15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.		
------------------------------------	--	--

OIL.

Canada refined oil (Toronto).	0 16	0 16 1/2
Carbon safety " "	0 18	0 00
Canada w. w. " "	0 18	0 00
American w. w. " "	0 00	0 21
Pratt's Astial.	0 00	0 22

OILERS.

McClary's galvan. iron oil can,		
with pump, per doz.	0 00	19 50
Zinc and tin, dis. 50, 50 and 10.		
Copper, per doz.	1 25	3 50
Brass, " "	1 50	3 50
Malleable, dis. 25 per cent.		

PAIS.

Galvanized, per doz.	2 25	3 30
----------------------	------	------

PENCILS.

Dixon's, per gross.	1 00	4 25
Carpenter.	2 25	3 60

PICKS.

Per doz.	6 00	9 00
----------	------	------

PICTURE NAILS.

Porcelain head, per gross.	1 65	3 00
Brass head, " "	0 40	1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent.,		
American dis. 55.		
Wood, fancy Canadian or American, 37 1/2		
to 40 per cent.		

Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz.	2 00	5
-------------------	------	---

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 to		
40 p.c.		
Button's Imitation, per doz.	5 00	9 00
German, per doz.	0 60	2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.		
----------------------------------	--	--

POPPERS.

Corn, square, per doz.	1 35	2 00
------------------------	------	------

PRUNING SHEARS.

Per doz.	4 00	5 50
----------	------	------

PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle " "	0 22	0 33
Screw " "	0 27	1 00
Awning " "	0 35	2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5		
per cent.		
Pitcher spout, 70 to 70 and 5 p.c.		
Canadian cistern, 60 to 62 1/2 p.c. from factory.		
Canadian pitcher spout, 70 to 70 and 5 p.c.		
from factory.		

PUNCHES.

Saddlers, per doz.	1 00	1 85
Conductors, " "	9 00	15 00
Tinners' solid, per set.	0 00	0 72
" hollow, per inch.	0 00	1 00

PUTTY.

Bladder, per lb.	0 17 1/2	
Tins, lbs.	2 50	2 75

RAIL.

Barn door, per foot.	0 03	0 03 1/2
Sliding door, " "	0 03 1/4	0 03 1/2
Lanes, " "	0 03 1/2	0 03 1/2

RAKES.

Cast steel and malleable Canadian, list dis.		
60 to 60 and 10 p. c. revised list.		
Wood, 25 per cent.		

RAZORS.

Geo. Butler & Co.'s, per doz.	8 00	18 00
Boker's, " "	7 50	11 00
Wade & Butcher's, " "	3 60	10 00
Arbuz's, " "	9 00	18 00
Theile & Quack's, " "	7 00	12 00

RAZOR STROPS.

Curriers, per doz.	1 25	3 60
--------------------	------	------

RIVETS AND BURS.

4 mos. or 3 per cent. cash 30 days		
Copper rivets, dis. 50 per cent.		
Iron " dis. 55 per cent.		
Tinned and black rivets, 55 per cent.		
Burs, iron or steel, 55 per cent.		
Terms, 4 mos. or 3 per cent. cash 30 days.		

RIVET SETS.

Canadian, dis. 30, 35 per cent.		
---------------------------------	--	--

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6 1/2	00 9
1/2, 5-16, 3/8 in.	7 1/4	00 9 1/2
Cotton		15 17
Russia Deep Sea		00 13
Jute	6 1/4	7 1/2

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.		
Ivory, dis. 37 1/2 to 40 p.c.		

SAD IRONS.

Mrs. Potts, per set.	0 65	1 00
N.P., per set.	0 00	1 50

SAD HEATERS.

Dome, Shepard's, per doz.	4 75	5 00
---------------------------	------	------

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.		
Emery, per quire.	0 55	0 90

SASH CORD.

Per lb.	0 22	0 50
---------	------	------

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.		
Kempshell's, dis. 40, 62 1/2 per cent.		
Canadian, dis. 45, 50 per cent.		

SASH "LIGHTS.

Sectional, per 100 lbs.	1 40	1 50
-------------------------	------	------

SAWS.

Crosscut, McMillan & Haynes,		
per dozen	0 40	0 70
"Empire," McMillan & Haynes,		
per ft.	0 00	0 70
Hand, Disston's, dis. 12 1/2 to 15 p.c.		
S. & D., 40 to 40 and 10 per cent.		
Crosscut, Disston's, per ft.	0 35	0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.		
Hack, complete, each.	0 75	2 75
frame only.	0 00	0 75

SAW SETS.

"Lincoln," McMillan &		
Haynes, per doz.	0 00	7 50
Whiting.	6 87	7 00

SCALES.

Gurney Scales, 50 p.c.		
B. S. & M. Scales, 50 p.c.		
Champion, 60 per cent.		

SCRAPERS.

Box, per doz.	2 10	4 50
Foot, " "	0 40	3 50

SCREENS.

Window, patent, per doz.	3 50	4 50
Door, per doz.	8 75	9 00

SCREW DRIVERS.

Sargent's, per doz.	0 65	4 00
---------------------	------	------

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.		
" R. H., " dis. 75 p.c.		
" F. H., brass, dis. 77 1/2 p.c.		
" R. H., " dis. 72 1/2 p.c.		
Diamond point wood screw nails, bright, dis.		
77 1/2 and 20 p.c.		
Bench, wood, per doz.	3 25	4 00
" iron, " "	4 25	5 75

SCYTHES.

Discount, 60 p.c. revised list.		
---------------------------------	--	--

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.		
------------------------------	--	--

SHEARS

B. & W., japanned, dis. 75 p.c.		
B. & W., N.P., dis. 65 p.c.		
Seymour's, dis. 60 p.c.		
Etna, dis. 75 to 75 and 10 p.c.		
Heinisch, dis. 60 p.c.		
Bristol, japanned, 80 p.c.		
" N.P., dis. 70 p.c.		
Clauss, full nickel, 60 p.c.		
" japanned handles, 67 1/2 p.c. off.		
Seymour or Heinisch tailor shears, 15 p.c.		

SHEAVES.

Sliding door, per set.	0 77	1 40
------------------------	------	------

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net		
price.		

SIEVES.

Wood rim, black, per doz.	1 05	1 10
" " " " "	1 25	1 35
Tin rim, per doz.	2 30	2 45
" black.	1 80	2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.		
Acme " "	3 00	5 00
Lock, Andrews'.	4 50	11 50

SOLDERING IRONS.

Per lb.	0 00	0 24
---------	------	------

WROUGHT SPIKES.

Discount, 20 per cent.		
------------------------	--	--

SPOKE SHAVES.

Wood, English	1 8	5 00
Iron, American.	1 35	2 35

SPOONS AND FORKS.

Tea spoons, per gross	7 50	12 00
Dessert, " "	21 00	00 00
Table, " "	30 00	30 00
Dessert Forks, " "	24 00	00 00
Medium " "	27 00	00 00
Table " "	36 00	00 00

SQUARES.

Iron, per doz.	1 65	2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.		
Try and bevel, dis. 50 to 52 1/2 p.c.		

STAPLES.

Fence, galvanized	0 03 1/2	
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.		

STOCKS AND DIES.

American, dis. 25 p.c.		
------------------------	--	--

STOVE POLISH

	Gross.	Doz.
Scientific Stove Enamel.	7 50	0 75

STONE.

STONE.		
Washita, per lb.	0 28	0 50
Hindustan, " "	0 06	0 07
" slips, per lb.	0 09	0 09
Labrador, " "	0 00	0 13
" Axe, " "	0 00	0 15
Turkey " "	0 00	0 50
Arkansas " "	0 00	1 50
Water-of-Ayr " "	0 00	0 10
Scythe, per gross.	3 50	5 00
Grind, per ton.	15 00	18 00

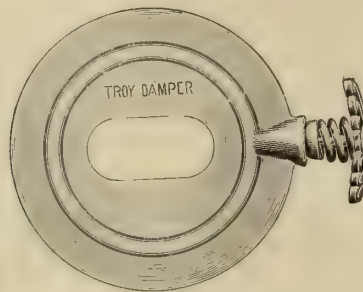
ON SALE BY ALL JOBBERS
IN HARDWARE



TROY STOVE PIPE DAMPER

A SUCCESS FROM THE START.

As testified to by
One Thousand
FIRST-CLASS
STOVE DEALERS.



18-GAUGE STEEL

*Cannot be
Improved
Upon.*

INCLUDE THIS IN YOUR SPECIFICATION FOR 1896

One Hole in Pipe. Light Weight. Durability. Cannot change its Position, Except by Hand. Can be Adjusted to Pipe in a Moment. Every Handle is Nickel-Plated, and Is Cold. Blade made of Steel and Cannot Break

ALASKA

Stove Pokers

Lid Lifters

Shovels

Fire Sets

Light Freight Bills. No Breakage.

All first-class stoves have

ALASKA

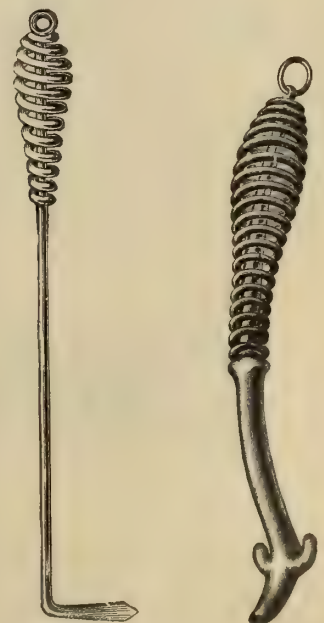
Knobs and Handles

ON THEIR DOORS.

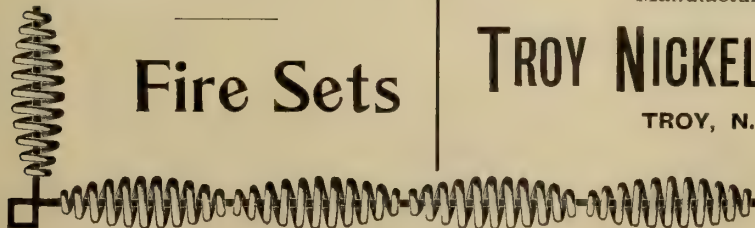
Originators, Patentees and Sole
Manufacturers

TROY NICKEL WORKS

TROY, N.Y.



MAKE THIS A STUDY



Up=to=Date—



Electros of the above supplied free
for advertising purposes

THE BOECKH ALL BRISTLE BICYCLE BRUSH

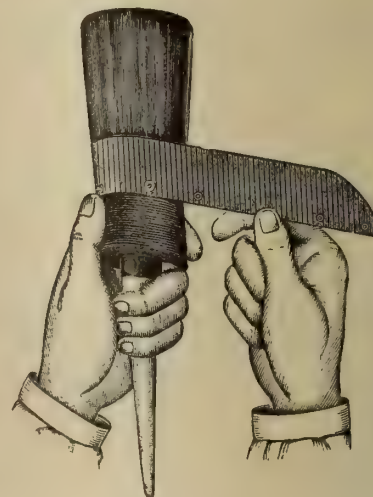
REGISTERED. WARRANTED.

Reaches every part. Cleans quicker and better than by any other means. Keeps the wheel bright and attractive. Put up in neat boxes containing 1 dozen. **Retail at 25 cents each.**

All kinds of Brushes made specially for Bicycle manufacturers.

The Boeckh Flexible Brush Bridle . . .

Is attached to all our Brushes which require bridling, **without extra charge.** No twine, tacks, laces or wire catches required. Can be taken off and replaced **in a moment.** Brush can be cleaned frequently and kept **soft and pliable.**



TO THE TRADE.

We want you to handle our goods and for this purpose have compiled an **illustrated catalogue** of all our manufactures. Drop us a card and we will send you a copy and quote you **very liberal discounts.** We sell no goods retail.

Painters', Kalsominers' and Varnishers' Brushes
Artists', Gilders', Decorators' Brushes
Household, Toilet, Machine and Factory Brushes
Horse Brushes and Stable Brooms
Corn Brooms, Pails and Tubs, Butterware,
Churns, Baskets, Etc.

CHAS. BOECKH & SONS

MANUFACTURERS

OFFICES AND WAREHOUSES:

80 York and 12 Clarence Sts.

FACTORIES:

158 to 168 Adelaide St. West

Toronto

Montreal Branch, 301 St. Paul Street

Winnipeg Agent, J. E. Dingman

Victoria, B.C., Agent, W. G. McKenzie

When Representative Men Testify Unsolicited



TO THE value of THE HARDWARE AND METAL MERCHANT what more is wanted? We have now almost reached our own limit of arguments to convince you that it pays to advertise in this journal. We now give opinions from a few of your buyers or probable buyers. There are still hundreds who silently testify to its value by subscribing for and reading it. We don't even ask you to take our word for it. Ask your customers if they read it; ask your travelers if they do not see it in the hands of the best dealers in every province of the Dominion. Find out somehow, because we want your business. We of course take it for granted that you believe it pays to advertise. Will you favor us by reading the following:

TORONTO, ONT., Dec. 18, 1895.

Dear Sir,—Permit us to express our appreciation of HARDWARE AND METAL as an advertising medium. A few weeks ago you were good enough to display some seasonable specialties, and we have noticed a marked increase in sales since. Evidently your paper is read by a large number of our customers.

Yours truly,

MCCLEARY MFG. CO. LTD.

Enclosed you will please find P.O. order for \$2 to pay for your valuable paper HARDWARE AND METAL for one year. We had no intention of dispensing with it; we value it too highly. I might say I am the party who took the Second Prize in the Essay Competition.

HILLHOUSE & JELLY, Shelburne.

We feel we are getting in subscribing for HARDWARE AND METAL its weight in gold.

BROWN & MITCHELL, Brandon, Man.

We only have to be without HARDWARE AND METAL to know the want of it.

THOS. ROBSON, Fenelon Falls.

GUELPH, ONT., March 24, 1896.

Dear Sirs,—We enclose herewith sketch for ad. in this week's HARDWARE. Kindly make the large type as bold as possible, and the rest small to make it catch.

If you were here we could show you a stack of postcards and letters for our Buttons, from our ad. seen in HARDWARE, which would be gratifying to you as it is to ourselves, and further convinces us of "Yes" as an answer to "Does advertising pay."

We are, yours truly,

A. R. WOODYATT & CO

COLLINGWOOD, ONT., Jan. 15, 1896.

Gentlemen,—Yours of the 8th to hand and contents noted. We had not forgotten you as stated. Your traveller always collected from us in the past and we supposed he would do the same this year; however, as "Father Time" is hobbling after money, we give him \$2.00 on your account, and trust it will reach you safely, and as some people say to us "be sure and mark it off the books."

We read HARDWARE with interest, and think it well worth the price.

Yours truly,

F. OCCOMORE & CO.

You may do business without advertising, so will grain grow without fertilizing.

THE HARDWARE AND METAL MERCHANT

Board of Trade Building, MONTREAL

26 Front West, TORONTO



A NEW POWDER.
A NEW PRICE.
THE OLD HIGH QUALITY.

HAMILTON POWDER CO.

Office, 103 St. Francois Xavier St.
Montreal.

Magazines at

Windsor Mills.
Beloeil.
Ottawa.
Toronto.
Hamilton.
London.
Sudbury.

Pt. Arthur.
Rat Portage.
Winnipeg.
Calgary.
Vancouver.
Nelson.
Victoria.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, MAY 2, 1896

No. 18



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

The "Safford" joints are its all in all.
The buying is in your hands.

For heating use only

"Safford" Patent Radiators

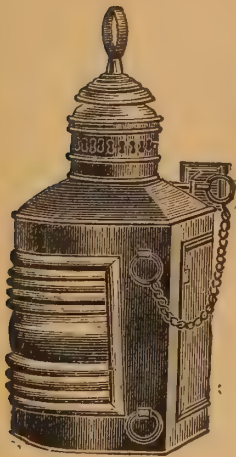
Our fame has been won in competition
with the world.

The _____

TORONTO RADIATOR MFG. CO., Limited., . . Toronto, Ont.



Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - Toronto



When a
**Copper
Boiler**

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed

200 LBS.
PRESSURE

also will
not

COLLAPSE

**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



The Booth Copper Co.
LIMITED
Toronto



Kemp Manufacturing Company

TORONTO, ONT.

HARDWARE AND METAL

A PRACTICAL JOURNAL FOR THE WROUGHT, CAST, STAMPED
SHEET AND SPUN METAL TRADES.

Published Weekly

\$2.00 a Year

Vol. VIII.

MONTREAL AND TORONTO, MAY 2, 1896

No. 18

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

ADVANCE IN WIRE NAILS.

THE advance of $2\frac{1}{2}$ per cent. in the price of wire nails, which the manufacturers decided upon at a meeting held three or four weeks ago, went into effect yesterday (Friday). The discounts in the various provinces are now as follows:

For the Province of Ontario: Discounts 70 and 5 per cent. Terms of delivery as before.

For the Province of Quebec: Discounts 70 and 10 per cent. f.o.b. Montreal and freights equalized on Montreal.

For the Maritime Provinces: Discounts 70 and 10 per cent. Terms of delivery as before.

For British Columbia: Discounts 70 and 10 per cent. f.o.b. factories, freight equalized on cheapest factory point.

For Winnipeg the prices are as follows: Sales made by Eastern manufacturers and jobbers. Discounts shall be $67\frac{1}{2}$ per cent. delivered. Freight shall not be prepaid, but shall be deducted off face of invoice.

Winnipeg manufacturers and jobbers shall sell for Winnipeg trade at $67\frac{1}{2}$ per cent. f.o.b. Winnipeg.

For points outside of Winnipeg, in Manitoba and North-West Territories, Eastern manufacturers and jobbers shall sell at $67\frac{1}{2}$ per cent., and equalize freight so that goods shall cost the purchaser the same delivered as if sold by Winnipeg manufacturers or jobbers.

Winnipeg manufacturers or jobbers shall sell to parties outside of Winnipeg at $67\frac{1}{2}$ per cent. f.o.b. Winnipeg.

Usual terms. Cash discounts and rebates to apply in all cases on invoice value of nails only, without any reference to freight. Equalization in all cases to be made at the rate of 196 lbs. per keg.

The buying of wire nails during the past couple of weeks has been fairly brisk. At the same time, however, the orders have not been large as a rule, proportionately very few twenty-five keg lots going out. Therefore, although a quiet trade may be looked for during the next few weeks, it would appear that stocks in dealers' hands are heavy.

An advance also went into effect in the

United States yesterday. It amounts to 15c. per keg, the base price f.o.b. Pittsburg now being: Carload lots, \$2.55; less than carload lots, \$2.65. The Nail Association of the United States was formed about a year ago, and it is generally recognized by the trade across the line that this association has control of the market at the present time; but according to Iron Age, "buyers find it a somewhat difficult task to anticipate their future requirements. The present price is so high that doubts are expressed as to the feasibility of long maintaining it." This, however, remains to be seen.

THE PRICE OF BINDER TWINE.

THE new list of the Binder Twine Association was issued on Thursday morning, and prices to the trade will be as follows:

Pure manilla, 600 feet to the lb.	8 $\frac{1}{4}$ c. per lb.
Mixed twine, 575 " " (blue crown)	8c. "
" " 550 " " (red crown)	7 $\frac{1}{2}$ c. "
Sisal twine	6 $\frac{3}{4}$ c. "

Car lots will be delivered to points east and south of Owen Sound; under ten tons the customer will be charged 25 per cent. of the carload freight, and prices are subject to change without notice. A commission on the above prices will be allowed retailers.

From present indications, it is contended by those in the trade, the binder twine business during the coming season will be much more satisfactory than last year. "There is no necessity whatever," said one dealer, "to sell below the prices fixed by the association, as the manufacturers themselves will not sell below these figures to the consumers."

In the United States, according to The Iron Age, the opinion is expressed that a shortage in binder twine will occur this year, and that prices will advance before the season is over.

One of the disturbing elements on the Canadian market last season was the competition of old American binder twine at slaughter prices. If the conditions in the United States result as indicated by The Iron Age, it is obvious that the Canadian market is hardly likely to suffer a renewal of last year's experience.

THE BUSINESS UNCERTAINTY.

THIS spring, as is always the case when fears of fiscal changes keep merchants awake nights, trade is very backward. In no branch of business is it more so than heavy iron and hardware.

It is customary at this time to place running contracts for the summer supplies of a certain quantity of heavy material, such as pig iron. This spring the sales agents complain that they have hardly been able to entice orders out of their customers. The latter being uncertain about the future, don't want to have a lot of goods on hand that may turn out a dear bargain if there is any juggling with the tariff. Not that the majority expect any radical change in the country's fiscal policy as a result of a change in Government after the coming general elections.

It seems to be the general belief that no party could afford to adopt a course which would choke out any of our important established industries. Still some alterations are anticipated as a sequence of a change of Government, and it is the uncertainty as to the exact nature of these that is causing all the mischief.

These periods of uncertainty are the curse of business, and it seems a pity that they do prevail at stated periods. Two years ago, on a minor scale, the business community was treated to an illustration. Trade was restricted for over three months, and the present spell of uncertainty will be of longer duration.

If the country does decide to change its allegiance to another party, it will take several months before the matter is finally settled. All this time merchants will perforce be compelled to do a hand-to-mouth trade.

It is a pity that some economist is not able to suggest a remedy for this. Perhaps, if more business men were sent to Parliament matters would not be so bad. With a larger representation of these at Ottawa, on both sides of the Speaker, the mercantile community would be assured of an intelligent consideration of trade matters and that all unnecessary and theoretical fiscal propositions would have to meet a strong opposition. It might be well, with the elections

coming on, for the different Boards of Trade to give this matter serious consideration. Their members, without being false to any party allegiance or belief, should demand as a right the nomination of strong, shrewd merchants, instead of simple political hangers on and voting machines.

GOOD THING FOR NOVA SCOTIA COAL.

IN an article on the coal fields of Canada, which last week appeared in **HARDWARE AND METAL**, it was incidentally stated that a bill was before the Legislature of Massachusetts to charter a company for the manufacture of gas from Nova Scotia coal.

This bill, which is known as the Whitney Gas Bill, has since been favorably reported in the Lower House of the Massachusetts Legislature, and authorizes Mr. Whitney and associates to establish plants and put down pipes in every city of the state to furnish fuel gas and illuminating gas. It has been very strongly opposed on account of the extraordinary powers granted the company, which include the right to condemn land and other provisions of the kind. The company is to have \$5,000,000 capital stock, and the intention is to put up a very large plant in Boston first, to be followed by others in other cities. The Boston plant will not only furnish gas but will also make coke and chemical products, for the works are to be practically a by-product coke plant, and will use Nova Scotia coal from the mines controlled by Mr. Whitney's company. By utilizing everything that can be obtained from the coal, it is claimed that the company can furnish gas very cheaply, and it hopes to substitute fuel gas for coal in Boston, and, later, in other large cities, both for domestic and manufacturing purposes. The bill now pending fixes maximum rates of 35c. per 1,000 feet for fuel gas and 50c. for illuminating gas. It will deliver gas to existing companies where such arrangements can be made. The company's name is to be the Massachusetts Pipe Line Co.

The outlook for the coal industry of Nova Scotia is evidently getting brighter.

TURPENTINE CHEAPER.

The price of turpentine in Toronto and Western Ontario is a cent and a half per gallon cheaper than it was a week ago.

The change was made at a meeting of the association held on Thursday afternoon.

The price to western points, freight allowed, is now as follows: 1 to 4-barrel lots, 44½c. per gallon; 5 to 9-barrel lots, 43½c. per gallon. For the cities of Toronto, Hamilton, London and Guelph the prices are 3c. per gallon less than above.

During the past week the Savannah has ruled fairly steady, the fluctuations not being more than ¼c. per gallon. "But," said a dealer, "we usually make a change at this time of the year."

TRYING TO FIX PARIS GREEN.

A movement has been inaugurated during the week to establish an agreement regarding the price of Paris green.

Dealers in Toronto were the originators of the idea. The measure of success it will meet with is yet to be seen.

A week or two ago, it will be remembered, the price was reduced 1c. per pound, owing to the dulness in the market. At the time the reduction was made, however, it was contended that it would be only of a temporary character, and that when the demand improved prices would again advance.

And from the smallness of the demand the situation does certainly favor this view. In Canada, for instance, there is only one factory making green against two last year, while the world over the scarcity and dearth of the main constituent of Paris green, arsenic, has caused, at least it is alleged, a smaller output of the manufactured article.

CHEAP GLUE SCARCE.

Dealers on the Toronto market are at the moment experiencing a scarcity in low priced glues, and an advance of from 10 to 15 per cent has been made in the price of present stocks.

At this season of the year there is usually a good demand for glue, but the scarcity, as far as the local market is concerned, is due to the destruction some weeks ago by fire of the Harris factory, upon which dealers in Toronto largely depended for their supply of cheap glue.

The scarcity in white glues which obtained a few weeks ago has been relieved, shipments from Omaha and Chicago having come to hand. While the demand was at its height Armour advanced his prices about 3c. per pound.

A GOOD INSURANCE COMPANY.

JUST as a storm at sea tests the qualities of a vessel, so times of depression in trade test the capabilities of an insurance company. Judged by this standard it is with much satisfaction that one peruses the report of the Manchester Fire Assurance Co. presented at the seventy-second annual meeting of the company in Manchester, England, recently.

At the close of 1894, with a premium income of £757,478, the funds in hand of this company were \$480,054, equal to 63 37 per cent. At the end of 1895 the result was still more gratifying, against a premium income of £738,891, there being funds to the amount of £496,187, or 67.16 per cent. The apparent increase in the funds is some £16,000, but this difference of nearly 4 per cent. in the ratio of reserve to income means that the company is about £25,000 richer than it was twelve months before. The Manchester is happily situated with regard to its financial arrangements. The sum of £10,000 per annum is the only draft which

the dividend makes on the profits, the premium income, it is well to remember, being nearly three-quarters of a million sterling. With ordinary prosperity, therefore, the funds cannot fail to increase at a rapid rate. Whether the money be distributed in dividends, or—in our opinion, the far wiser course—be left to fructify under the company's control, the result in either case must be a steady appreciation in the value of the shares.

The Manchester has branches in different parts of the world. That in Toronto is managed by Mr. James Boomer, and if the branches elsewhere are under such efficient care, they are indeed fortunate. Mr. Boomer is not only an insurance man de facto, but he is popular—two desirable qualifications for an insurance management.

IRON RIVETS AND STOVE BOLTS LOWER.

Iron rivets and stove bolts of United States manufacture have been coming into Canada lately in spite of the duty of 1c. per pound and 25 per cent.

The quantity coming in has not been large, but the fact that rivets and stove bolts have been coming in has led the manufacturers in Canada to take steps to prevent its continuance. In other words, they have decided to lower their prices about 10 per cent.

The discounts are now: Stove bolts, 60 and 10 per cent. instead of 60 per cent. as formerly; iron rivets, 55 and 10, formerly 50 and 10. The discount on iron burrs is unchanged at 50 and 10 per cent. Terms are also as they were before.

The manufacturers express confidence that at these figures they will be able to keep out the imported articles.

EARLY CLOSING.

The early closing by-law goes into force in Montreal to-day, May 1st. Its enactments are probably understood by all directly interested, but a few of the salient points may not be out of place at the present time. It is ordained that the shops shall close during the whole year at 8 p.m. and remain closed until 5 a.m. the next day, except Saturdays and Mondays and on the eve of holidays. Nothing in the by-law, however, will prevent the sale or delivery of merchandise required in cases of death, sickness or accidents, nor in drug stores the sale or delivery of medicine, surgical instruments or apparatus. Establishments in which tobacco, pipes, newspapers, etc., are sold are not included in the above, nor are hotels, saloons, taverns, restaurants, cafes, fruit and candy stores. Stores wherein are established post offices may remain open, but only for postal service. The penalty for contravention of the above is fine, and, in default, imprisonment, both the amount of the former and the duration being left to the discretion of the Recorder's Court, but in no case shall the fine exceed forty dollars, nor the imprisonment two calendar months.

LONDON BOARD OF TRADE.

THE annual meeting of the London Board of Trade was held on Friday last, with President Bowman in the chair.

The president's address was able and exhaustive. Referring to the car shops agreement he said the Board was active in securing the passing of the bonus and in strengthening the hands of His Worship the Mayor and the City Council in securing for London this valued privilege. "The recent legislation relative to the establishing of the car shops met with violent opposition from the citizens of Brantford, but we are happy to report that owing to prior legislation, the work of rebuilding can go on with only slight inconvenience."

"The success of the London Steamship Co. in carrying freight from Montreal to London and Cleveland," he continued, "was fully assured. Lower rates of freight were secured for our principal shippers, and the fact demonstrated that London was one of the most important shipping centres in the Dominion. Owing to the operations of this company, the city received privileges the railway companies had been very slow to accord."

Dealing with Dominion bankruptcy legislation he said: "This question has been before the Council, also at the general meetings of the Board, and the bill, as drafted by a United Committee of the Boards of Trade of Canada, had our approval. The bill was the result of the best judgment and deliberation of the leading business men of the various provinces, and it is reasonable to ask why the wants of the business community in this respect should be constantly ignored. For want of such a bill, the credit of the country at home and abroad is materially affected."

Continuing, he said:

"The Board has expressed itself strongly in favor of a reduction of city postage on letters to 1 cent per ounce, as the rate of 2 cents is burdensome to the business community and has led to an extensive delivery by messenger boys, thereby entailing a loss to the Postal Department. The Board is strongly in favor of a reduced general postage rate to 2 cents, provided it could be granted without too great a reduction in the revenue of the department."

"The Board strongly endorsed the action of the Government in granting a subsidy of \$750,000 per annum toward the fast Atlantic steamship service. This, with the Imperial subsidy of £75,000 per annum, should ensure it to the country at an early date. There could not be a more opportune time for its inauguration. The opportunity to increase trade between the United Empire and her colonies would be greatly favored by this last link in the great Imperial highway between the east and the

west. The deepening of our waterways from the great lakes to the seaboard is another question of the greatest importance to this Dominion. This question is the subject of international conference between Canada and the United States. Let us not be too hasty in releasing any of our great national advantages. Let this be made a question of Imperial policy, that we may have an independent highway from the sea to the heart of this continent. In the meantime, we join with other Boards of Trade in urging the Government to deepen the St. Lawrence Canal to a depth of fourteen feet, that the country may have navigable waters of at least this uniform depth.

"The question of closer and enlarged trade relations between the United Empire and her colonies has been fully discussed by this Board. I am glad to say that the Board will be represented at the trade congress of our Chambers of Commerce by a number of our leading merchants: Mr. M. Masuret, of M. Masuret & Co.; Mr. J. B. Smallman, of Smallman & Ingram; Mr. Samuel Munroe, of John Marshall & Co.

"In conclusion, let me say that we have arrived at a period in the history of this Dominion when we must make advancement towards national greatness. The doors of opportunity are opening. The last great harvest of 60,000,000 bushels of cereals in the province of Manitoba has brought prosperous times to this great province of our Dominion. Vast productive areas are still unoccupied. The question of the food supply for the United Empire is directing the attention of the leading statesmen of Great Britain to Canada and her vast resources. The years are not far distant when the tide of emigration must flow to the fertile provinces of the Northwest.

"The annual agricultural productions of Canada amount to about \$500,000,000; the forest products, \$80,000,000; the mineral products, \$20,000,000; the fisheries, \$20,000,000. The four great streams of wealth aggregate \$620,000,000, and yet we feel our resources have been but lightly drawn upon. We have illimitable wealth in our forests untouched, great fertile areas undeveloped. An incalculable wealth in the fisheries of our inland seas, whilst the great treasure vaults of the country, with their stores of iron, copper, silver, nickel and gold, have as yet been hardly drawn upon. With the completion of the great Imperial highways over the sea and the continent, and enlarged trade relations with the United Empire, this country should enter upon a period of great development and prosperity.

"Economy should be the order of the day. Wise and conservative methods of doing business should prevail, greater care exercised in extending credits. Unreasonable methods of competition should be done away with, and more firmness exercised in demanding larger margins of profit. This

policy would tend greatly to restore confidence, and bring about a general revival of trade. Looking backward for a period of ten years, the export trade of this country has increased from \$89,000,000 to \$118,000,000, or some 33½ per cent.; our imports from \$109,000,000 to \$123,000,000, or 13½ per cent.; our total trade imports and exports from \$198,000,000 to \$241,000,000, or 21 per cent., whilst the internal trade of the country has had an equal development. Then we must remember that all commodities have reduced in value, which would represent a more largely increased volume of trade than the mere monetary value would indicate."

Dealing with affairs purely local, he said: "Our banking and loan institutions are flourishing. The assessed value of city property is increasing. Our loan companies, according to the last report of our Board, show deposits of \$4,445,000, and paid-up capital of \$5,555,000; our Post Office Savings Department, of \$113,236, or a total of moneys in the hands of our savings and loan institutions of \$10,113,236. Add to this the reserve fund, \$1,515,000, and you have a grand total of \$11,628,236, or nearly \$12,000,000. This does not include investments in stocks of chartered banks or money on deposit in these institutions. The total assessed value of real estate for the year 1896 was over \$13,000,000. You will, therefore, see there is value nearly equal to this in the savings and loan associations. This is a remarkable evidence of the general prosperity of the people. Probably no other city can show such an equal distribution of wealth."

The secretary-treasurer's report showed a balance on hand of \$221.

The re-election of Mr. John Bowman as president was moved and seconded and unanimously carried amid applause.

These officers were also elected by acclamation:

Vice-President—A. B. Greer.

Secretary-Treasurer—J. A. Nelles.

Council—W. R. Hobbs, John Bland, T. H. Smallman, W. J. Reid, D. B. Dewar, A. M. Smart, John McClary, A. W. Porte, Wm. Yates, John Campbell, M. Masuret, J. W. Little.

Arbitration Board—J. D. Saunby, C. H. Elliott, P. Pocock, J. Mattinson, D. S. Perrin, J. H. Ginge, Adam Beck, T. R. Parker, L. H. Ingram, D. W. Blackwell, S. Stevely, James A. Kennedy.

Board of Examiners—John Sutherland, John S. Pearce, W. J. Saunby, C. B. Hunt, J. D. Saunby.

Western Fair Representatives—John Bowman, J. W. Little, John Bland, W. Yates, T. H. Smallman, A. B. Greer, W. J. Reid.

Railway and Municipal Committee—M. Masuret, John Labatt, Robert Ingalls, A. M. Smart, A. W. White, J. D. Saunby, C. S. Hyman, J. R. Minihinnick, R. C. Struthers, J. W. Little, Sir John Carling, John McClary, John Campbell, T. S. Hobbs, D. W. Blackwell, C. W. Leonard, W. A. Gunn, F. A. Fitzgerald, S. Sterling, Jas. Cowan, W. M. Garthshore, T. H. Smallman, L. H. Ingram, John Bland, C. W. Allen.

Messrs. A. S. Mackintosh and E. B. Plewes were elected members of the Board. Auditor—Thomas A. Browne.

DROPS FROM THE EDITOR'S PEN.

It is better to get rich than be made rich.

Bragging is a drag upon one's prospects in life.

The ideal advertisement is both attractive and truthful.

When a man gets too old to learn, he is ripe for the grave.

A young man cannot sow wild oats and reap No. 1 hard wheat.

The store loafer who will not take a hint should be given a kick.

When a business man ceases to be a student he becomes a dunce.

Obstacles do not prove the invalidity of a thing: they test its validity.

Cash gives credit to a man's business; credit induces discredit.

It is good to be slow and sure, but it is better to be expeditious and sure.

Too much in an advertisement, like too much in a gallon vessel, leads to waste.

Because the hog is sometimes king it does not follow that a man should aim to be a hog.

He is a wise merchant who tries to cultivate ideas in his clerks as well as in himself.

There are some evils in trade which it is better to kill with slow poison than with a club.

In advertising, be careful you do not sell the customer as well as the goods you advertise.

If you do not look after your window displays your customers in time will not look after you.

The more conversant a man is with his business the less likely is it to leave him in the lurch.

The satisfaction of knowing that a thing is well done is greater reward than money could impart.

Do not hesitate to endorse the character of an honorable man, but endorse not his note on any account.

A merchant should never give his customers short weight; neither should he compel them to wait long.

Undermining his own financial standing is he who treats customers according to their financial standing.

If there is one man who deserves to be commiserated with it is the traveler—the young traveler at any rate—who has toiled

all day without getting business. If you cannot give him your order give him your sympathy. You may need his counsel some day.

A bad debt is sometimes a monument to the stupidity of the creditor as well as to the dishonesty of the debtor.

A clerk in whom ideas cannot be cultivated, like a farm that cannot raise paying crops, should be given up.

The clerk who will not submit to a moderate course of discipline is lacking in the essentials that make a successful man.

Commercial interests in Venezuela are suffering from undue inflation; also the people from undue inflation of their own importance.

Bicycling is a good thing for the clerk, but the wheel should not be permitted to carry either his body or his mind away from his duties.

There is no dearth of opportunities for success in life, but they are only procured by being sought after; they seldom fall into one's lap.

Money can be made in business to-day just as it could twenty years ago. The only difference is that more brains are demanded now than then.

The business man should not rely too much upon his own taste. The taste of his customers is more important to him; and he should strive and learn by study what it is.

If the pen is mightier than the sword, why is it that the note which it indites to a debtor frequently fails to make him surrender the necessary funds to liquidate his indebtedness?

If you have a good idea put it into action. Don't keep it locked up within your own mind for fear someone will share with you whatever benefits there are to be derived from it.

Scarcely more wise than the person who, notwithstanding he cannot swim, jumps into a stream before ascertaining its depth, is the merchant who accords a man credit before learning his financial condition.

People who start right in life avoid the loss of time which is entailed in getting back to the proper starting point. But it is better to spend a year or two getting back than a lifetime going wrong.

If some members of Parliament seeking re-election had been as solicitous for the business interests of the country as they now are for votes they would not need to have as much concern regarding the day of election as they now have.

IMPROVED VICTOR WAGON JACK.

Covert's Saddlery Works, of Farmer, N. Y., U. S. A., have been granted a patent for improvement in the Victor wagon jack here-

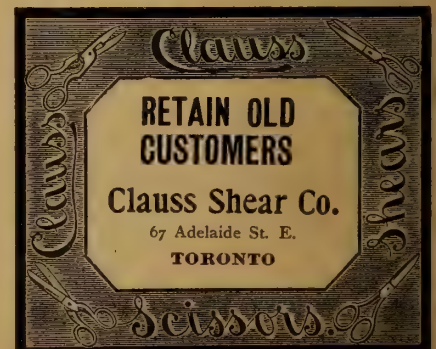


with shown. The improvement is embodied in the construction of the fulcrum rod and its unique connection with the base. This form of connection does away entirely with the expense of drilling holes and the use of rivets or bolts in making the connection, besides improving the appearance of the jack and rendering it more durable.

They are desirous of placing the exclusive manufacture and sale in Canada of this jack in the hands of some responsible manufacturer, and they solicit correspondence.

NICKEL STEEL FOR PROPELLER BLADES.

Nickel steel has just been exhaustively tried in the German navy for the propeller blades of small craft, and the results, it is stated, have been very satisfactory, particularly in respect of the absence of corrosion, which plays havoc with the screw propellers of torpedo boat craft, owing to the blades being very thin. In the course of the experiments the common steel propeller fitted to one boat was found after only three months to be badly corroded, while the nickel steel screw propeller was in good condition. Both boats were alike and had been subjected to the same steaming tests. In another instance, however, where in one screw propeller two blades were of common steel and two of nickel steel, all were found to be corroded after eight months steaming, although the nickel steel stood best. All, however, had to be renewed.



THE LARGEST IN THE WORLD.

THE largest swinging bell in the world was recently cast at the Van Duzen foundry, Cincinnati, and has since been placed in position in the belfry of St. Francis' church, in that town. It is 7 feet high, has a circumference of 27 feet at the bowl, and of 15 feet at the crown. It weighs 15 tons—more than any other bell in the western hemisphere. The great yoke to which the bell is fastened weighs 3 tons. Only eleven other bells in the world exceed it in size. Russia has six of the largest bells in the world. The Czar Kolokol of Moscow, cast in 1734, weighs 220 tons, and is the largest ever made. It was broken in a fire, and is now used as the roof of a chapel. Another in the same city weighs 128 tons, and is the largest in actual use. Three others in the same city weigh 16 tons. Novgorod has one weighing 30 tons. The Buddhist

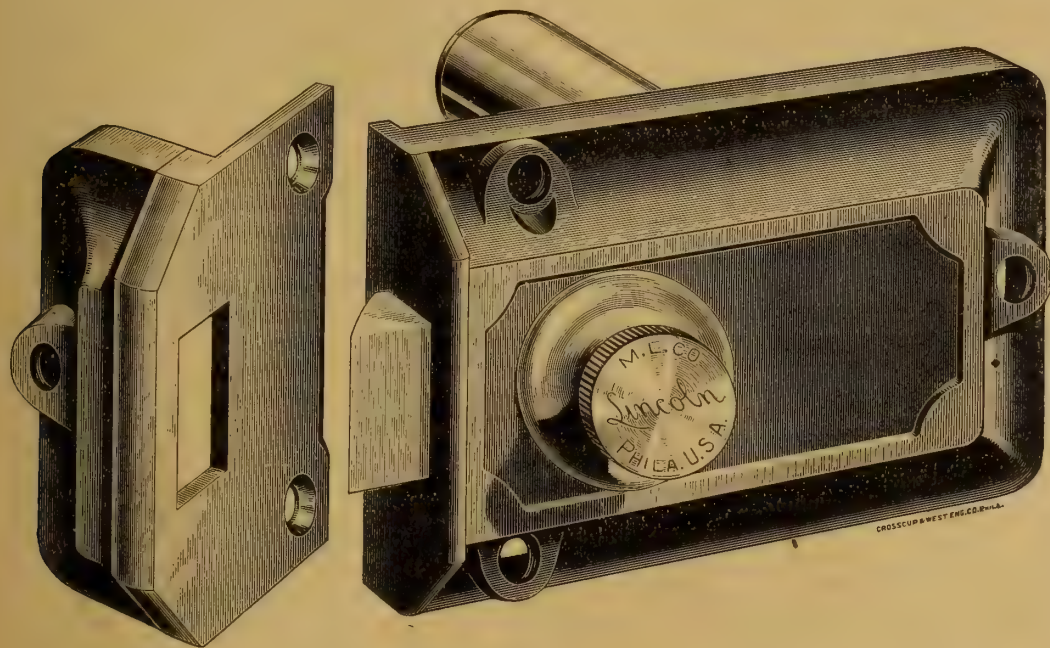
temple at Kioto, Japan, has used a bell of 82 tons since 1633. For 400 years Pekin has echoed to the sound of its 60-ton bell, Olmutz and Vienna have each a 17-ton bell. The new Kaiserglocke at Cologne cathedral weighs 25 tons. The list comprises all that exceed the Cincinnati bell in size. One at Sens equals it exactly. The Cincinnati bell is larger by two tons than "the sweetest toned bell in the world," that at Erfurt. It exceeds by over a ton the weight of Big Ben, the cracked bell of Westminster, and by nearly three tons the weight of those at Notre Dame in Paris and in the cathedral of Montreal, Canada. It is half again as big as Great Peter of York, and more than twice as large as Great Tom of Oxford. All of the larger bells are struck by hammers. That at Cincinnati swings so easily that two men set it ringing. The sound can be heard ten miles.

THREE MONTHS OF TIN PLATE.

The Metal Worker publishes its quarterly list of the tin plate works. In the first quarter of this year seventeen new black plate mills were finished, increasing the annual capacity 500,000 boxes, and a like increase will be effected when the sixteen additional mills now under construction are completed. This will raise the capacity of the works in this country to 5,700,000 boxes a year. Some of the tin plate works are idle. During the quarter an eight-mill plant at Pittsburg, and a three-mill plant at Canal Dover, Ohio, have been put in operation, and six new hot mills have been added to the plant at Newcastle, Penn. A large new dipping plant has been put in operation at Canal Dover. Among the new concerns added during the quarter are one at Washington, Penn., with a three-mill plant, and another with a dipping plant at Youngstown, Ohio.

LINCOLN NIGHT LATCHES.

H. S. Howland, Sons & Co. are just in receipt of a large shipment of these justly celebrated latches. Each Lincoln latch is adjustable to suit all thicknesses of doors, whether they open inward or outward. Each latch has a reversible bolt of bronze metal, a bronze escutcheon, a bronze knob, and 3 plated steel keys. The case is an excellently finished Japan. The firm recommend the Lincoln as the best latch extant for the price. It is suitable for the best grade of homes, offices, club rooms, hotels, etc. They are packed one in a box, with screws complete. So many points, it is claimed, are covered by no other latch of equal price. H. S. Howland, Sons & Co. will be pleased to have sample orders from the trade.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works; Barrow, Herts.



TRIALS by ELEY BROS. and
"ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21 1/4 yards, 1012'68 feet per second.
" 43 " 872'72 " "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles;
also for punt guns.

'Rifleite '303.' For Lee-Metford and other
Magazine and Sporting
Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military
Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore
also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL



Our Methods

We believe in increasing our business by increasing your business. We believe we can help you to make more money out of your paint business than you have ever done before. That is our object, and we benefit by your success.

Our methods are the development of years of keen business study, and have proved very successful in making connections that have been profitable and agreeable to our customers as well as ourselves.

It may occur to you that there is some charge behind all this. We would say to you there is absolutely no charge for anything we furnish in the way of advertising. We believe a good article well advertised is half sold, and this is the modern way of doing business. That is, help you to sell the goods, and our profits to come from increased sales.

The Walter H. Cottingham Co., Ltd.

Manufacturers for Canada of
The Sherwin-Williams Paints.

... MONTREAL

CONFIDENCE

Is the basis of all business. Entire confidence should always exist between buyer and seller. If this is true of ordinary business, it is particularly true of the varnish business.

It is a very difficult matter for a dealer to tell a good varnish from a bad one. Most varnishes look alike and nearly all smell alike. A wise plan to pursue in your purchases of varnish is to select a firm in which you have complete confidence—a firm who have acquired a reputation on which you can absolutely rely.

We think Pratt & Lambert, New York and Chicago, who have been nearly half a century on record and have a wide reputation for their varnishes, are fairly entitled to your confidence. Their varnishes are good.

Made in Canada by . . .

The COTTINGHAM VARNISH CO. Ltd.
Montreal

INATTENTION TO CUSTOMERS.

IT is a common complaint in these days that there are too many merchants in every line of trade, and that, as a result, business is overdone and the margin of profits badly cut into.

There is a good deal of truth in this. Trade is overdone in a good many lines. But one would not think that competition was keen were he to observe the carelessness and slowness with which not only clerks, but the merchants themselves, sometimes wait upon customers.

It is not the slowness that comes of inactive men. It is that of deliberate "you-can-wait-till-I-am-ready" style to which we have reference.

This type is exhibited in several ways. The chief are clerks joking or talking with each other, or the clerks or merchants gossiping with friends, while the customer, indignant and feeling like a fool, stands in the middle of the store waiting for someone to advance and ascertain his or her wants. Another too commonly seen is the merchant or clerk stopping to finish a paragraph or article which he was engaged in reading when the customer entered the store.

Prompt attention to customers should be the rule of every merchant and prompt obedience to it should be demanded of every clerk.

HARDWARE AND METAL believes that this rule does obtain in most stores—in the

great majority of stores—and that it is observed. But in some there is neither the rule nor the observance.

Ordinary slowness in tying up a parcel, or waiting on a customer, or antiquated methods, can be condoned. But to allow a customer to stand in a store awaiting the pleasure of those who should be awaiting his or her pleasure is one of the unpardonable sins of trade.

Among the thousands who read **HARDWARE AND METAL** every week there are probably not a score who are guilty in this particular, but should there be one, just let him imagine himself in the place of a customer who is allowed to stand unattended in the store while a lot of idiotic clerks are gossiping or reading papers. If he had any spunk he would turn on his heel and never darken that store again. Women do not, as a rule, express their indignation on the spot, but they do afterwards by bestowing their patronage upon stores where they are not insulted—for insulted is every customer, man or woman, who is allowed to stand in the store awaiting the convenience of those behind the counter as if he or she were mendicants or worse.

Every man behind the counter should remember that the customer is not seeking his pleasure, but that it is his duty to await the pleasure of the customer, whether that customer be rich man or poor man, woman, or child.

TRADE CHAT.

GUELPH Board of Trade has elected the following officers: President, J. E. McElderry; vice-president, E. R. Bollert; secretary-treasurer, A. Scott.

H. S. Pettit is building a paint and carriage shop in connection with his blacksmith shop, Delhi.

The Canada Carriage Co., Brockville, Ont., has received orders from Australia for a carload of vehicles.

The Alberta, of the Canadian Pacific line, will begin her trips from Windsor to Port Arthur about June 1.

There is talk of the formation of a company at Chatham, Ont., to manufacture a composition dry-pressed brick.

The construction of the main sewers, for which Stratford citizens voted \$30,000 last year, was commenced Thursday of last week.

A company engaged in the manufacture of electrical machinery is applying for an inducement to establish their factory in Brantford.

The Water-works Department storehouse on York street, London, was destroyed by fire on Saturday. Loss \$1,500, covered by insurance.

The Woodstock, N.B., Board of Trade has decided to affiliate with the Maritime Board. At their last meeting C.P.R. freight rates were under consideration.

The Winnipeg Board of Trade is protesting against alleged discriminations by the C.P.R. in favor of consignments by the C.P.R. and Beatty Lines of steamers.

H. S. HOWLAND, SONS & CO.

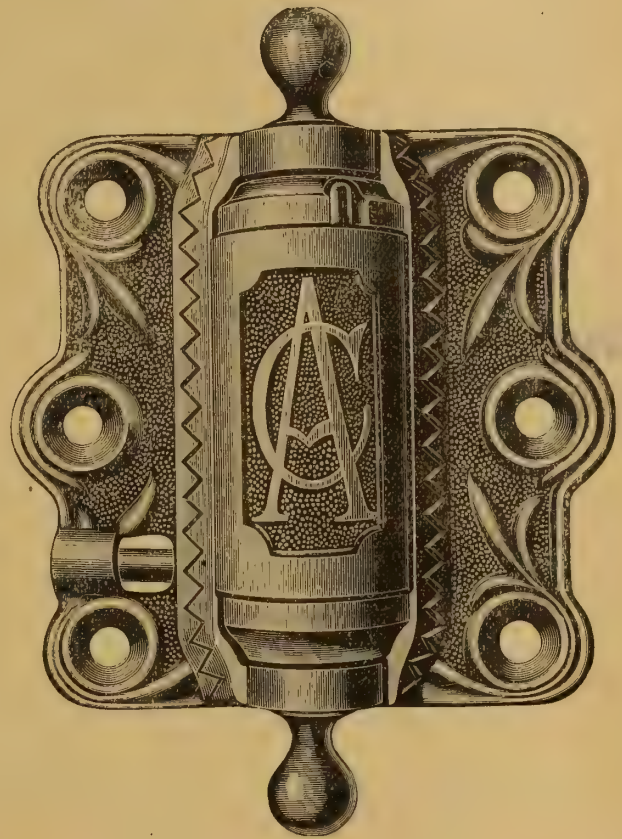
**WHOLESALE
HARDWARE**

37 Front St. West, **Toronto**



STOCK SIZES

No. 1.....2 ft. 8 in. x 6 ft. 8 in.
No. 2.....2 ft. 10 in. x 6 ft. 10 in.
No. 3.....3 ft. x 7 ft.



Arcade Spring Hinges

HOLD-BACK. Either Japan or B.B. Finish.

Empire Window Screens

No. 3—24 in. high, 26 in. wide, extends to 31 in.

No. 4—24 in. high, 30 in. wide, extends to 35 in.

No. 5—24 in. high, 34 in. wide, extends to 39 in.

Flush Pattern Screen Doors

No. 1 Size.....2 ft. 8 in. x 6 ft. 8 in.

No. 2 Size.....2 ft. 10 in. x 6 ft. 10 in.

No. 3 Size.....3 ft. x 7 ft.



ORDER AT ONCE; OUR PRICES ARE RIGHT

GRAHAM CUT AND WIRE NAILS ARE THE BEST.

A NOVEL SHOT CASE.

BY SCOTT MCKERROW.

If there is one line of goods that causes the dealer more trouble than another in stocking it is shot. I have noticed that some have the different sizes put up in open shot cans, or milk pans, placed at the end of the counter, and these, while not only taking up valuable space, often become veritable dust holes, or, as is often the case, nervous people standing near these cans will thoughtlessly run their hands through the shot, or, taking up a handful, play with it, and nine times out of ten drop it into the next canister, causing sad complications. It was therefore with great pleasure that I stood the other day and watched Mr. D. C. Taylor, Lucknow, Ont., serve out shot from a home-made case, constructed at an exceedingly small cost, and taking up about one-tenth the room of canisters. Through the kindness of Mr. Taylor I secured the accompanying cut.

This case is neatly fitted into regular shelving, and is 28½ in. wide, 8 in. high, 8½ deep, each shot compartment being 2¾ in. wide. Divisions are made of tin. One sheet of double-diamond glass covers the entire length, and is set half an inch into wood, end partitions being held tightly in position with strips of angular tin running from top to bottom, being sufficiently wide to give same neatly finished appearance.

At the top and bottom are two boards one inch thick and four inches wide; the glass is inserted into each of these about one-half inch, which strengthens the glass, and holds the same firmly in place. In the centre of top boards one-inch round holes are bored for filling, and over these holes are neatly-made brass labels stamped with number of shot within. On the board below similar holes are bored, to which funnel-shaped tin channels are connected for running off shot, and are sufficiently high up from counter to allow of a small cup, with one side flat, to be placed beneath to receive shot. Below each opening is a neatly-made spout to carry the shot out far enough. Before each opening is a heavy, round tin slide, attached to a piece of tin similar in shape to a shutter-bar, finished off with porcelain knob, and which drops neatly into groove of spout and also into shutter-bar catch; or slides can be made to run down face of board in tin grooves, thus shutting off flow of shot. The inside arrangement of compartment is made of tin, and grading slightly for about three inches, then grades rapidly from seven inches deep to four inches at end of case, thus giving pressure.

Each compartment has a capacity of 30 lbs. A half-round-shaped funnel is supplied for filling, so that surplus shot can be put back easily; and, behold, you have a dust-proof, waste-proof, space-saving shot case that makes shot-handling a pleasure, and while I have seen and used shot cases costing \$20, they have not been as compact nor more complete than the above, while the case I have just described can be made by any tinsmith, or, if made of wood, by any carpenter, or, in fact, by any handy clerk, at a cost of less than \$2; and any dealer making one of these for his own use will find it is money well invested.

Talking about shot cases reminds me that I have never seen anything for the proper handling of powder. The higher grades of powder are put up in half and one-pound tin canisters, but the cheaper grades of powder are generally kept in a one-gallon tin oil can, and measured out according to requirements of purchaser. This method is wasteful, as often in a hurry, or to give customer generous weight, the balance is tipped down heavily in his favor, and although it



SHOT CASE.

may be a small per cent. on one sale, it will be a considerable aggregate on a 25-lb. keg.

The best way, to my mind, is to put up 25 pounds in quarter and half-pound paper packages during leisure hours in the store, when fair weight can be given, careful weighing can be had, and quick despatch in serving, or a case something after the style of shot case just described, but removable in case of fire, would suit nicely, and mean great convenience in handling powder, as well as avoiding any possible danger.

SOMETHING ABOUT THE SHERWIN-WILLIAMS CO.

Among the large paint makers in the United States the Sherwin-Williams Co. undoubtedly take a prominent position. Although their trade is confined entirely to fine goods they have the reputation of turning over as much paint as any concern in the country.

Anyone who has paid a visit to their immense works at Cleveland can well understand that their output of paint is enormous.

Their plant comprises a dozen or more distinct buildings, all alive with machinery, grinding out hundreds of tons of paint every day. Besides the Cleveland works they have a factory at Calumet, Ill., where all the colors for the Pullman cars are made and many of their special goods for the railway trade. The company have their own branch houses at Chicago, New York, Boston, Worcester, San Diego, Cal. At the Cleveland works they make all of their own tin cans, and employ a large staff in this department alone, and the machinery for the manufacture of their cans is mostly of their own patents, and not in use in any other factory. Their machine shop, where they make all of the special machinery for grinding their goods, is another large department where a dozen or more men are constantly employed making new mills, etc., for their ever-increasing business.

One of the things that astonishes a visitor to their factory most is their printing and lithographing department. It is as large and busy an establishment as will be found in our largest cities and newspaper offices.

All the Sherwin-Williams printing, for the elegance of which they are so celebrated, is designed and printed in their own works. The most skilled printers are employed in the department, and the whole is in charge of an expert designer and advertiser. In an article of this kind it would be impossible to describe in detail these extensive works, but we would advise any of our readers who ever have an opportunity not to miss seeing this model paint plant. For the sale of the Sherwin-Williams paints thirty-five salesmen are engaged in the

United States alone, and their goods are to be found in every enterprising paint dealer's store throughout the country.

The business is managed in the most energetic and thorough manner, and directed by the original founders, H. A. Sherwin and E. P. Williams, both of whom are prominent figures in many of Cleveland's greatest enterprises. The S. W. Co. is not only known as one of the largest, but also as the most progressive and enterprising, in its line. Their advertising and business methods are very original and have attracted general notice on all sides.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Special Prices on

WINDOW GLASS

Full stock of Star and Double Diamond.

SANDERSON PEARCY & CO., 61, 63 and 65 **TORONTO.**
Adelaide St. West,

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS
DROP FORGINGS
RIVET IRON
SET SCREWS

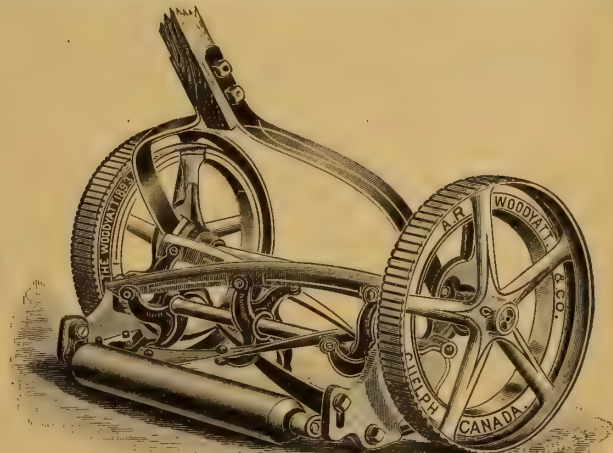
STAY BOLT IRON
CARRIAGE IRON
AXE IRON
AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph

Lawn Mowers

4-Blade, High Wheel.



Rubber Hose and Hose Reels
Garden Shears and Tree Pruners

Spray Pumps and Garden Syringes
And general line of Garden Tools

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

THEIR NEW PREMISES.

IF extensive improvements are indications of a thriving business, the Mechanics' Supply Company, St. Peter street, must certainly be rushing things in a profitable manner. The proprietor, Mr. W. H. Wiggs, took our representative over the place and explained in detail the alterations and improvements just completed. Briefly stated, they are as follows: In the space between the show-room on St. Peter street and the four-storey warehouse running to Dalhousie street there formerly stood an old store. This latter has been removed, and in its stead has been constructed a two-story building to be used principally as offices by the proprietor, bookkeeper and assistants. These offices, which command a full view of the showroom, are reached from the latter by a short stairway. They are tastefully fitted up and are extremely well lighted, the whole front being composed of glass, presenting an airy and cheerful appearance. Above the offices is a room set apart for advertising purposes, and in which the stationery used in the establishment is stored. On the ground flat are fireproof vaults. These are used for the reception of the furnace, by which the whole establishment is heated, and the storage of fuel. The heating of the premises by furnace and radiators is part of the improvements just made. We must not forget to mention that the offices also communicate with the warehouses in rear, so that a person may visit the three or four buildings included in the establishment without going

into the street or yard, which is a great convenience to the clerks and other employees. In reference to the warehouses, it may be said that they are filled with such merchandise as is usually required in a mechanical business, and represents portions of the products of four countries, viz.: Great Britain, Canada, the United States and Germany. The stock of plumbers' supplies is very large. In fact, it is said to be one of the largest in Canada. We could add a good deal more concerning the general business of the firm, but our space is limited. Still, we must say that, with the recent improvements, the Mechanics' Supply Co.'s establishment, for convenience of business and handsome appearance, is not surpassed by any house in the same branch of trade in Canada. May it long continue to prosper and expand.—Quebec Chronicle.

ACETYLENE WORKS AT NIAGARA FALLS.

The new calcium carbide works at Niagara Falls are reported completed and in operation. The Acetylene Light, Heat and Power Co. is the new name of the corporation owning the plant, the former name being the Calcium Carbide Co. From a description in a recent issue of The Buffalo Times we abstract the following:

"The Niagara Falls Power Co. supplies the electric power to drive the plant, 1,000 horse power being used. An alternating current is furnished at 2,200 volts, and is transformed to 110 volts. The capacity of the works is five tons of calcium carbide per day. The building is divided into five

principal parts—a crusher room, a furnace room, a transformer room, a storage room and a laboratory. Coke and lime in the proportion of 75 lbs. of pure lime to 100 lbs. of pure carbon are separately crushed in a Dodge crusher and a rolling mill, the coke going through a 50-mesh sieve. They are then thoroughly mixed and conveyed by a screw conveyor and an elevator to the furnaces of the second floor. There are four crucibles in the furnace, each holding 800 lbs. of the mixture. The crucible forms one electrode and the carbon 'pencil' the other. A few inches of ground coke is put in the crucible, and the carbon pencil is then let down on it, closing the electric circuit and making an arc of intensely high temperature. The carbon is gradually drawn up as the mixture is dumped in. The chemical reaction immediately begins by which the calcium of the lime and the carbon of the coke unite to form calcium carbide. The mixture is allowed to remain in the crucible from 3 to 8 hours, according to the amount of the ingredients and of the current."

A PUBLIC BENEFACTOR.

Here, then, says G. B. Shaw, is the simple formula for the public benefactor: Never give the people anything they want; give them something they ought to want and don't. Thus we find at the end of it all, appositely enough, that the great work of the millionaire, whose tragedy is that he has not needs enough for his means, is to create needs. The man who makes the luxury of yesterday the need of to-morrow is as great a benefactor as the man who makes two ears of wheat grow where one grew before.

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

The Grip Ice Tongs

PATENT APPLIED FOR

Entirely of
Steel
Operated
with one
hand . . .
Light,
Strong,
Cheap . .



No. 1.—Opens 11 in.; List, \$6.00 doz.
No. 2.—Opens 16 in.; List, \$7.00 doz.

COOKE HARDWARE CO.

Liberal Discount. . . .

Hamilton, Ont.

WIRE ROPES



Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

"RELIABLE"

Gasoline Stoves

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

EVERY
STOVE
GUARANTEED

The Hamilton Hardware Company
Limited

We carry the stock.
Write for Catalogue and Discount.

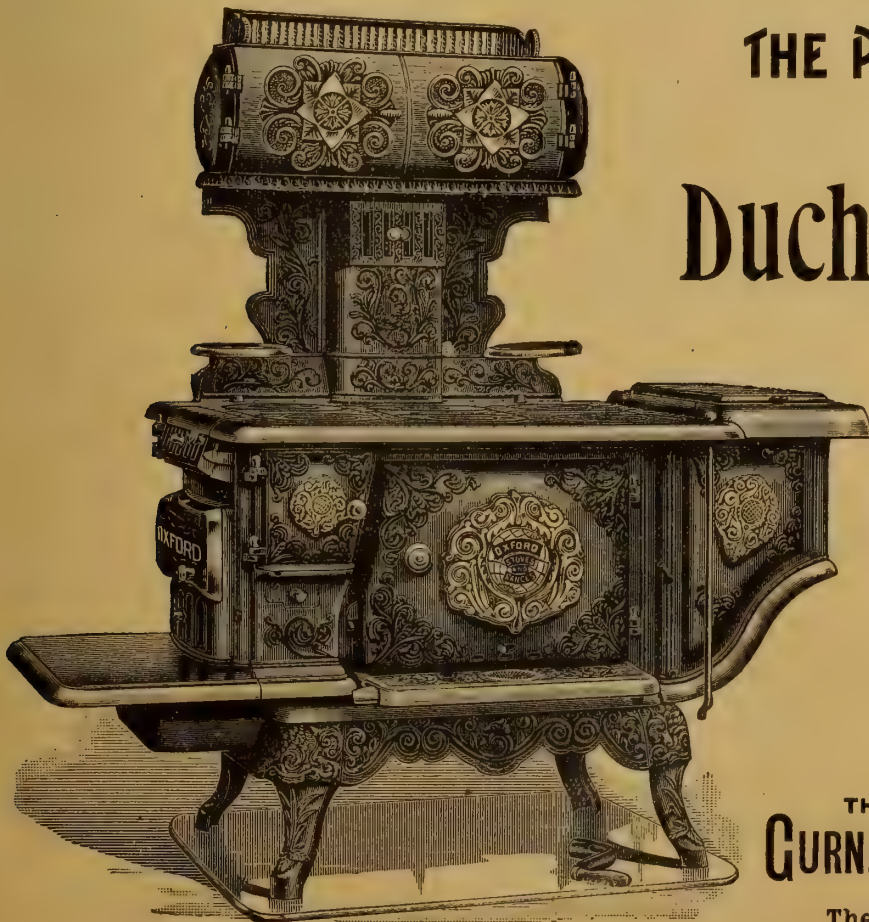
Sole Agents.



THE PATENT DUPLEX FLUE

one of the leading features of

Duchess of Oxford



Ranges, and found in no other stoves, not only ventilates the oven thoroughly, keeping the heat uniform, but increases the durability of the fire box linings. These points, in addition to its handsome appearance, splendid baking qualities, and well known economy in the use of fuel, make it deservedly the popular favorite.

Send for catalogue with full details and price list.

THE
GURNEY FOUNDRY CO. LTD., TORONTO

The Gurney-Massey Co. Ltd., Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 1, 1896.

HARDWARE.

THE week has furnished but little improvement in the volume of business transacted and buyers, as a rule, are confining their operations to supplying actual wants. No changes in values are noted as far as the basis in this province is concerned, for the change in barbed wire last week only governs sales in the province of Ontario. The Quebec price is unchanged. The lines most enquired for are cut and wire nails, wire cloth and screen doors and blinds, and tin and iron ware of all kinds. Draining and harvesting tools are also being asked for.

PLAIN WIRE—There has been some demand since last report, but orders are confined to small quantities. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—The price in this province is unchanged, but as noted last week the old basis in Ontario has been re-established. We quote as follows: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—Quite a number of orders have been coming in in anticipation of the advance on the 10th. They are all for small quantities, however. We quote: \$2.60 f.o.b. Montreal; freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The fact that prices advance on the 1st has led to more orders for wire nails also. The aggregate volume, however, is small. Discounts, 70 and 12½ f.o.b. Montreal in Quebec, and 70 and 7½ in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Business is fair, with nothing special to report. Discount is 50 per cent.

HORSESHOES—Quiet and unchanged. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

TACKS—Tacks continue featureless.

SCREWS—Business is quiet in screws. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

BRASS AND COPPER WIRE—There is a fairly good demand, the discount being unchanged at 12½ per cent.

COPPER RIVETS—Business quiet and discounts the same—50 per cent.

CARRIAGE BOLTS—Business is fair, discount remaining as before, 60 to 60 and 10.

ROPE—There has been more enquiry for rope in small lots, sisal, at 7c. for 7-16 and upwards and manilla at 9¼c. moving to a considerable degree.

BELTING—No special factors are noted, but a fairly good jobbing demand is experienced. Discounts are 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

CUTLERY—A fair sorting-up trade is still passing, as noted last week.

CHAIN—Both cow ties and coil chain continue quiet.

GREEN WIRE CLOTH—Green wire cloth on the basis of \$1.50 to \$1.60 is in brisk en-

quiry, and wire screen doors and blinds share in this demand.

PLUMBERS' SUPPLIES—Demand for these has exhibited considerable life and prices generally are held pretty steady.

ICE CREAM FREEZERS—Business is not brisk. Prices are quotable at \$1.40 to \$7.

CLOTHES WRINGERS—Small lots of these keep moving out, while supplies in stock here are light. We quote \$26.50.

CHURNS—The discount is still unchanged at 30 per cent., and quite a few orders keep coming in.

TOOLS—Neither draining nor harvesting tools have been neglected since our last report. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—Business quiet, but stocks are small. We quote: Plain, 45 to 50c.; tarred lining, 55 to 60c., and tarred roofing, \$1.60.

WARE—Tin as well as plain iron and enameled ware receives attention.

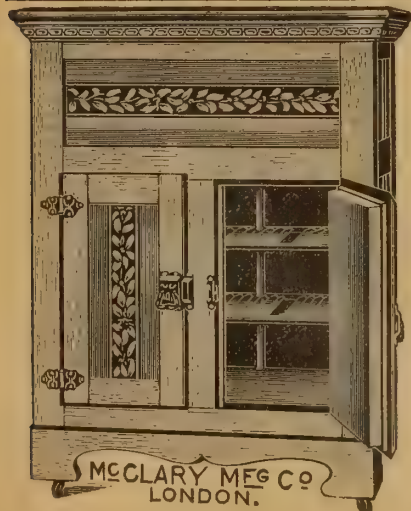
DAIRY FURNISHINGS—Business dull in all sorts of furnishings and trimmings, as wants have been filled.

CEMENT—There has been an improved enquiry for cement, but only for small lots, no large contracts being put through. We quote: English, \$2, and Belgian, \$1.90, both to arrive ex wharf.

FIREBRICKS—Business is fair for these and prices steady at \$17 to \$21 per 1,000, as to brand.

METALS.

There has been nothing new in metals except the advance in the makers' basis on bar iron. Despite the fact, however, jobbers are selling at the same figure. In other lines of staple demand, such as tin, Canada plate and pig iron, the tendency is toward easiness.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths

ALSO

**Special Steel Cables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

The brand

May not have received from you the attention it deserves in purchasing Horse Nails. It is, however, worthy of your best consideration. The "C" brand on our Nails has the same relation to their quality as the artist's name has to a painting, determining at once its merit and value. The continued use of our Horse Nails for thirty-one years in Canada has established their claim to be the best. The cost is the same as other brands.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands

Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL



"BUILT TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

PIG IRON—The firmer feeling across the line has not influenced prices on spot, which continue easy in tendency. Sales of leading brands of Scotch to arrive have been made at \$18.50, ex wharf, while domestic has been placed as low as \$16.50. We quote ordinary lots Scotch, \$19 to \$19.50, and Ferrona, \$17 to \$17.50.

BAR IRON—Makers continue firm in their views on bar iron, quoting \$1.55 f.o.b. Montreal. Jobbers, however, evidently have supplies that they can afford to sell at the same price, for sales were made in small jobbing quantities at that price this week.

SHEET STEEL—Few transactions of any moment are passing and the basis is the same, \$2.75 for 8 to 16 gauge.

SHEET IRON—Some fair-sized import transactions in black sheets are noted, but the basis is about equivalent to the price asked ex store. Values can be repeated, therefore, at \$2.25 to \$2.50 as to gauge.

TINNED IRON—Nothing of importance has transpired, and we quote \$5.75 up to 20 gauge.

HOOPS AND BANDS—Importers have placed orders for a few moderate lots. Otherwise there is little to report and the jobbing movement is small. Prices are rather unsettled, but the nominal basis is \$2.25.

PIG LEAD—Continues as it was last week: \$3.25.

LEAD PIPE—Dull and unchanged at 7 to 7½c., with 30 per cent. off.

GALVANIZED IRON—Business in galvanized sheets has been limited during the week. Prices have a lower tendency at \$4.15 to \$4.20 for good reliable brands.

INGOT TIN—No change, prices being the same at 16½ to 17c.

INGOT COPPER—Quiet but steady at 11 to 11½c.

SHEET COPPER—Business dull and prices unchanged at 15½ to 25c., as to grade.

IRON PIPE—Owing to the advance south of the line values have a more settled tendency. Discounts range from 65 to 70 and 10 off.

CANADA PLATES—The spot basis for Canada plate is not quotably changed, but supplies ex wharf can be had for less money. This tends to check the jobbing movement. We quote \$2.10 to \$2.15 ex store.

TIN PLATES—The unsettled tendency in coke tin plate continues, and still lower offers were made this week on stock to arrive ex wharf. The figures were kept private, but they are known to be very low. Naturally this has checked any tendency to buy from stock at the comparatively higher prices asked ex store. We quote: Cokes, \$2.55 to \$2.60, and charcoal, \$3 to \$3.25.

TERNE PLATES—These are unchanged, ranging from \$5.75 to \$6.25.

SOLDER—No change, demand being small at 11½ to 13c.

SHEET ZINC—A very small business is noted. Prices are the same at 4½ to 5c.

SPELTER—Steady and quiet at \$4.50.

ANTIMONY—Without alteration at 10c.

GLASS.

Business in window glass does not show improvement. Demand was moderate this week and prices the same as last. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business in this department continues to be well reported of and will receive a further

Dross

BOUGHT OR
REFINED.

Stereotype or Tin

MY SPECIALTY.

W. G. HARRIS, 25 to 31 William street
TORONTO

The
wonderful
popularity
of the

"Dayton"

is just
what
we
expected.
See
the wheel
yourself
and you'll
understand.

Send for Catalogue.

J. & J. Taylor

TORONTO SAFE WORKS

impetus now that the steamers for East and West are coming to their berths. Stocks have been extremely light and prices firm. The prospect of early arrival of considerable quantities of linseed oil and turpentine has led to a reduction in figures, as noted below. White lead is extremely scarce, and it is reported that some makers have entirely run out of stock and must await arrival of ocean steamers.

WHITE LEAD—Fair enquiry and firm upon light stocks. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Firm, but quiet. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, 3¾c. in casks and kegs, 4c.

LIQUID PAINTS—Meet a fairly active demand.

LITHARGE—Firm. Ordinary packages, 4¾c.; ground, 4½c.

PARIS GREEN—Fair demand at the following: Casks, 13c.; drums, 13¼c., packets, 14½c.

LINSEED OIL—Light supply, but rather easier. One to four barrels, 53c. raw, and boiled 56c.; five to ten barrels, 52c. raw, and boiled 55c.

TURPENTINE—Rather easier under fresh receipts at 43c., less 3 per cent. 30 days.

RESINS—Demand rather better. We quote as follows: Resins, \$2.50 to \$5.00, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

Business in chemicals is expected to soon open up. In the meantime trade is very quiet. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

Quiet and unchanged all round. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

There is no change in hides, prices ruling steady at last week's decline, ranging from 2 to 4c., as to grade.

ASHES.

The ashes market was dull but steady. We quote: First pots, \$3.75; seconds, \$3.50, and pearls, \$5.

MONTREAL NOTES.

The first shipments of iron and steel from Great Britain have arrived. Prices, however, are not quoted ex-wharf as yet.

The drain pipe men have not received any definite reply yet from the Department of Customs regarding the expected report as to the scale on which duties will be collected.

Dorken Bros. & Co. are busy with bicycle orders. The tax on wheels imposed by the

city does not appear to have checked the demand.

T. Hyde & Co. report a fair demand for cement, drain pipes and firebricks.

The first sales of Ayrshire and Canon brands of Scotch pig to arrive were made this week by A. C. Leslie & Co. The former will cost about \$18.50 and the latter \$19.50 ex-wharf.

No prices ex wharf have yet been quoted on Portland cement. It is expected, however, that they will open 5c. dearer than last year at \$1.95 for English and \$1.85 for Belgian ex wharf.

Coke tin plate has been selling at pretty close figures. A. C. Leslie & Co. put through a large lot of "Lydbrook" brand this week for importation, the terms being private.

The "Allaway" brand of Canada plate has been partly out of the market here for the past couple of seasons. This spring, however, A. C. Leslie & Co., the agents for the line, are receiving quite a lot of enquiries for it.

Despite the fact that makers are stipulating for \$1.55 to \$1.60 f.o.b. mill for bar iron, it is common talk that jobbers in this market have been selling for the makers' figure, and even less, in many cases.

ONTARIO MARKETS.

TORONTO, May 1, 1896.

HARDWARE.

THE volume of trade remains much about the same as a week ago. Oiled and annealed and bright wires have been receiving a good deal of attention, and a nicely improved demand is to be noted for barb wire. For wire nails the demand has been exceptionally good, largely owing, of course, to the desire to secure this article before the advance, which went into force yesterday. A marked improvement is to be noted in the demand for screws. In rope the demand is not as brisk as it was. Enquiries for sporting goods are coming in a little more briskly. Harvest tools, garden tools, spades and shovels, continue to be the most active lines in the trade. Among the changes to be noted are an advance of 2½ per cent. in wire nails, a decline of 10 per cent. in stove bolts and iron rivets. In some sizes of English coil chain there has been an advance by local dealers of 5 per cent. Payments are improving, but slowly.

FENCE WIRE—The demand during the past week has not been as heavy as it was at the time of last review. At the same time, however, fair quantities have been moving. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Trade in this line has shown considerable improvement during the past week. Very few orders have been booked at the old figures obtaining prior to the advance. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—While quite a number of small orders are being put through there have been no carload sales reported. We quote: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The new price decided upon at the meeting of the manufacturers a few weeks ago went into force yesterday, which means an advance of 2½ per cent. The demand during the past week has been exceptionally good, and is, of course, attributable to the desire of the trade to escape the extra 2½ per cent. The discounts are now 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

HORSE NAILS—Trade is exceedingly quiet, very few lots moving. The discount is unchanged at 50 per cent. off the list.

HORSESHOES—Trade is much about the same as a week ago, and devoid of special feature. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—The demand has increased considerably during the past week, but it is altogether on country account. In the city business is as quiet as ever. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—Trade on country account is good, but there is practically nothing doing in the city.

BRASS AND COPPER WIRE—The demand is still fair at the discount of 12½ to 15 per cent.

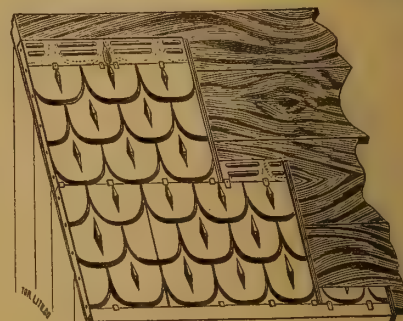
CARRIAGE BOLTS—Trade continues fair and prices unchanged. Discount are 60 to 60 and 10 per cent. f. o. b., Montreal, Toronto and Hamilton.

RIVETS AND STOVE BOLTS—Owing to American competition the manufacturers have reduced prices about 10 per cent. We now quote discounts as follows: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs are unchanged at 50 and 10 per cent.

BINDER TWINE—The Canadian Binder Twine Association have issued their new list this week. We now quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine,

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb.

ROPE—Trade has fallen off a little in this line, the demand now being only fair. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Nothing specially new has developed during the week, trade continuing fairly active for the season. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Trade seems to be picking up a little, although the volume of business is not yet large.

SPORTING GOODS—Inquiries are now coming in a little more freely, although not much business has yet resulted therefrom.

COW TIES—There is only a small amount of business doing, and prices are unchanged at \$1.25 to \$2.80.

GREEN WIRE CLOTH—The conditions are much about the same as a week ago. The price is unchanged at \$1.50 per 100 square feet.

COIL CHAIN—There is a scarcity in the larger sizes of the English make, and some of the jobbers have advanced prices about 5½ per cent., the ruling figure now being as follows: Quarter inch, 4½c.; ¾ inch, \$3.70; 1 inch, \$3.25. Large quantities can be shaded a little.

PLUMBERS' SUPPLIES—The volume of business does not increase much, although the improvement noted last week appears to have been maintained.

ICE CREAM FREEZERS—Business continues quiet. Prices still range from \$1.40 to \$7, according to the capacity of freezers.

CLOTHES WRINGERS—Jobbers are in much about the same position as last week, not being able to obtain supplies from the factories fast enough to satisfy the demand. We quote \$26.50 to \$27.

CHURNS—The trade in the Daisy churn is fair, and quite a number of enquiries have been received for the steel churn. Discounts are unchanged at 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—The activity noted last week has been maintained. In garden tools and garden rubber hose business shows further increase.

BUILDING PAPER—A number of carload lots have changed hands during the past week. Stocks in jobbers' hands, however, are light, manufacturers not yet being able to catch up with their orders. We quote: Plain building, 45 to 50c. per roll; tarred lining, 55 to 60c.; tarred roofing felt, \$1.60 to \$1.75 per 100 lbs.

POULTRY NETTING—Quite a number of shipments have been made during the week, some imported lots having arrived. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE—Trade continues good in tinware, and a nice business is still being done in graniteware.

MILK CAN TRIMMINGS—A few orders have been received during the week, but trade is still unsatisfactory, as it has been all this season.

METALS—Nothing specially new has developed during the week, trade being merely fair.

METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

PIG IRON—There are no transactions to report, and we quote nominally as before: No. 1 Siemens at \$18 Toronto for No. 1 brand and \$17.50 for No. 2. Ferro-Silicon is as before at \$27.50 Toronto.

BAR IRON—Trade has fallen off during the past week, but prices remain much as before. Jobbers still quote base price as follows: Carload lots, \$1.55 to \$1.60 f.o.b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—Trade has been quite brisk during the week at fair prices. We quote: \$2.30 to \$2.35, according to quality.

SHEET STEEL—The slight improvement noted last week has been fairly well maintained. Still trade is not as good as it was a few weeks ago. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Trade in this line has also been fairly well maintained, although not as brisk as it was a few weeks ago. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—A number of case lots have been shipped during the past week, but in general quantities are only small. Prices remain firm. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—The improvement noted last week has continued. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—The demand has been a good deal better and prices are fractionally lower, ruling figures now being 3¼ to 3¾c.

GALVANIZED IRON—Inquiries are coming in freely for quantities from stock. It is the general opinion that trade will increase materially during the next month. Orders for import are also being freely booked. We quote: \$4.35 for "Queen's Head" and "Gordon Crown" brands.

INGOT TIN—Trade has been quite brisk, especially in Straits, in which quite a number of good sales have been reported. Prices are unchanged at 16½ to 17c.

INGOT COPPER—Trade is about the same as last week and prices are unchanged. Prices range from 11½ to 12c.

SHEATHING COPPER—The demand seems to be a little quieter than it was a week ago. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—The demand has increased again on black iron, but for galvanized the demand is not as brisk as it was. In the latter kind stocks are low, with discounts ruling as before at 20 per cent. off. We quote as follows: English, ¼, ¾ to 1½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2 inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ¾ and 1-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—The demand continues fair for both imported and domestic boilers. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Shipments from stock are a little better than they have been, and prices have been reduced from \$2.50 to \$2.35 both for shipments from stock and for import. We quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—It can hardly be said that trade is as good as it was a week ago. At the same time, however, fair quantities are still moving. Stocks are in pretty good shape and prices rule firm. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—This is being called for a little oftener than it was, as may, of course, be naturally expected at this time of the year. Discount is unchanged at 60 per cent. off the list.

SHEET BRASS—The improvement noted last week appears to have been fairly well maintained. Discounts are unchanged at 25 to 33½ per cent., according to size of order.

TERNE PLATES—A number of inquiries have been received during the past week, and quite a number of shipments have been made in small quantities. The ruling price for best brands is still \$6.

SOLDER—No particular change has taken place in this. Prices are a little higher on standard, which we now quote at 11½; half and half, 12c.

ZINC SPELTER—The improvement noted last week appears to have been fairly well maintained, and stocks of the imported kind are almost depleted. However, it is only a matter of a few days before fresh lots will arrive. Prices have advanced a little, ton lots now being quoted at 4¾ to 4¾c. for imported, but domestic is unchanged at 4c.

SHEET ZINC—There has been a fair demand, and cask lots are higher at 4½c., and small lots at 5 to 5¼c.

ANTIMONY—Cookson's has been moving freely during the past week, and stocks of this kind are low. The advance noted last week has been maintained. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

PAINTS AND OILS.

Turpentine has been reduced 1¼c. per gallon. This is the principal feature of the market. The demand for turpentine is good. Trade in linseed oil is fairly active at unchanged prices. There is a good deal of white lead going out, but supplies of dry lead are rather short with the grinders; and the same may be said of orange mineral, litharge and lead products generally. Pending spring arrival the grinders are experiencing some difficulty in filling orders. Castor oil continues in fairly good demand. The primary markets continue firm, and it is claimed that the price at which castor oil is now being sold on the local market is about equal to the laid-down figure of to-day. Kalsomines are moving freely, and there is a fair turnover in stains, enamels, liquid paints and varnishes generally. Low-priced glues are scarce, and prices are about 10 per cent. higher. Paris green fails to exhibit much life. Graphite paints are being asked for, and several large shipments have already been made. Gum shellac is a little easier, and prices have receded in New York about 2c. per lb.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, 4¼c.; third grades, \$3.75 to \$4; red lead, \$4.50 in 100 lb. kegs; No. 1 red lead, \$4.25 per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.; Paris white, 90c.; whitening, 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 44½c.; 5 to 9 barrels, 43½c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 3c. per gallon less.

CASTOR OIL—In cases, 6½c. per lb. and 6¾. to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

GLASS.

The demand from stock has improved during the past week. Stocks are on the light side. There is a slightly better demand for plate glass, but the volume of business is still light. Enquiries for plate glass are still being heard, but there is not much business passing. We quote: Window glass, from stock, \$1.20 to \$1.30 first break in 50-foot boxes.

OLD MATERIAL.

Wrought scrap is still scarce and wanted. Prices a little higher on agricultural

Best Varnishes

TIN PLATE

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Makers' Agents for

Lydbrook, Allaway's Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL

"Here's a Point

WORTH REMEMBERING":

We are Agents for Canada for Hy. Milward & Sons, Redditch, Eng., the largest manufacturers of Hooks and Tackle in the world. Rods, Reels, Hooks, Trolling Spoons, Phantom Minnows, Baits and Flies of every description. A handsome Oak Show Case given free with a complete assortment of tackle costing \$45.00. Write for circular at once.

PORTER, TESKEY & CO.

Importers and Mfrs. of Fishing Tackle.

454-456 St. James St., MONTREAL



PAINTS

Our travellers say they see **UNICORN MIXED PAINTS** in nearly every town in Canada. We feel proud of our record in Mixed Paints. It is difficult to get Mixed Paints just right, but long years of patience and careful study has its reward, and **UNICORN MIXED PAINTS** are the favorite to-day in quality and price. When we say we have the best that **can** be made, we will go out of the business, but when we say we have the best that **is** made, we mean it and will stick to it, and will go on adopting all improvements for the good reputation of our paints.



UNICORN
MIXED PAINTS
for all
CITIES, TOWNS
and
VILLAGES

A. RAMSAY & SON

Manufacturers

Montreal

MILK CAN TRIMMINGS



Milk Cans made with the celebrated

DAVIDSON PATENT MILK CAN BOTTOM

have strength where strength is needed; this is why our Can Trimmings have become so popular.

The Thos. Davidson Mfg. Co., Montreal



and machinery scrap and heavy yellow scrap brass. We quote as follows: Agricultural scrap, 50 to 55½c. per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8½c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2½c.; zinc, 1¾ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

SEEDS.

The demand for timothy has been heavy during the past week. Clover has been going out in moderate quantities for the season. The same may be said of alsike. We quote: Red clover, \$4.80 to \$5.40; timothy, \$2 to \$2.25; Alsike, \$3.50 to \$4.80 per bush.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 5½ to 5¾c.

CALFSKINS—5c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.10 to \$1.25.

WOOL—Trade dull and prices unchanged. New fleece would bring 18 to 20c. Pulled supers are 20 to 21c., and extras, 22½ to 23c.

TALLOW—Easy at 3½ to 4c. for rendered; 1¼c. for rough, and 2½c. for caul.

MARKET NOTES.

M. & L. Samuel, Benjamin & Co. have just received a large shipment of galvanized

poultry netting, and are now able to execute all orders promptly.

Pig lead is slightly easier.

Sheet zinc is practically dearer.

Turpentine is 1½c. per gallon lower.

Low-priced glues are about 10 per cent. cheaper.

Iron rivets and stove bolts are 10 per cent. cheaper.

The ruling price of Canada plate has been reduced to \$2.35.

The new lists on binder twine have been issued. Particulars in editorial columns.

The advance in wire nails went into force yesterday. The discount is now 70 and 5 per cent.

The Safety Barb Wire Co. have over-sold, and will not be in a position for some weeks to fill orders.

The larger sizes of English coil chain have been advanced about 5 per cent. by wholesale dealers in Toronto.

The Toronto Board of Works have awarded the contract for Portland cement to the Rathbun Co., of Deseronto. The price is 57½c. in bags and 62c. in barrels.

Stewart & Wood are in receipt of their invoices of first batch of import orders of glass. The glass is expected to arrive in Montreal about the end of next week.

H. S. Howland, Sons & Co. report that they are offering screen doors and windows at close prices. For further information the trade should refer to the firm's announcement on page 7.

H. S. Howland, Sons & Co. are just in receipt of a shipment of boot calks, both small and medium ball; also small heel.

The firm reports a good demand for these lines; also for peavys, pike poles and lumbermen's supplies generally.

M. & L. Samuel, Benjamin & Co. are showing some special values in zinc, brass and copper boilers, and will be pleased to give particulars of the same to the trade.

H. S. Howland, Sons & Co. advise their customers that cut nails will advance on the 10th inst, and that in order to enjoy the benefit of prices now ruling shipments will have to be made before that time.

M. & L. Samuel, Benjamin & Co. have taken into stock this week two lots of New-market horse clippers, and are now in a position to supply all their customers with their requirements in this line.

UNITED STATES MARKETS.

NEW YORK, May 1, 1896.

PIG TIN—Some increase has taken place in the shipments from Europe to this quarter very recently, and the arrivals here have been rather larger also. Still the indications are that stocks in first hands continue to slowly diminish. In some quarters it was estimated that not a great deal, if anything, over 2,500 tons is likely to be counted here at the end of the month. As far as local position is concerned sellers thus have more or less advantage in the making of prices, but London quotations are still the chief guide and regulator of values in this market. Although closing the same as yesterday, London averaged a fraction higher, with dealings again on a fairly large scale, and values hardened here to that extent. Up to 13.40c. was bid for Metal

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

Exchange contracts, early delivery, and 13.45 to 13.50c. f.o.b. seemed to have been the bottom figures outside. Speculation remains lifeless here, and merely fair average business is being effected with jobbers and consumers.

COPPER—Home trade buying is still very moderate, but the market receives a good measure of support for continued free export movement and prices are fairly well maintained for other than inferior metal. Lake Superior ingot is still quoted at 10 $\frac{3}{4}$ to 10 $\frac{1}{2}$ c., electrolytic at 10 $\frac{3}{8}$ to 10 $\frac{1}{4}$ c., and casting copper at 10 to 10 $\frac{1}{2}$ c., according to brand. No change of importance was wired from the European markets. In London values averaged a fraction higher.

PIG LEAD—There is no sign of greater spirit to business or in the demand. Buyers as a matter of fact are extremely conservative and confine their purchases to rather small lots of the metal. Prices are maintained, however, at about 3.07 $\frac{1}{2}$ to 3.10c., prompt or near future delivery. London cable quoted an advance to £11 for soft Spanish. On 'Change sales were noted of five carloads at 3.07 $\frac{1}{2}$ c., May and June delivery.

SPELTER—The market remains dull and there is little inquiry here for larger quantities than single carloads. Some of the standard Western makes are still quoted at 4 $\frac{1}{2}$ to 4.20c., but others can be secured at 4.05c., and the market generally is showing rather weakish tone. London cable quoted an advance to £11 for soft Spanish.

ANTIMONY—The market is a trifle weaker, with sellers at 7 $\frac{3}{8}$ to 7 $\frac{1}{4}$ c. for Cookson's; 6 $\frac{3}{8}$ to 6 $\frac{1}{4}$ c. for Hallett's, and 6 $\frac{1}{2}$ to 6 $\frac{3}{8}$ c. for Japanese.

TIN PLATE—Dealings are at present moderate in volume, and individual offers average light. However, there is no sign of disturbing influence within or around the market, and prices are, therefore, holding quite firmly.

IRON AND STEEL—Dealings in all branches of the market are still comparatively small, and nothing in the line of brisk negotiation is reported in any department. Millmen held prices steady for their products, however, and little if any concession from late trading business is being made by furnace men or by holders of old material.

PERSONAL MENTION.

Chas. F. Smallpeice, who for the past ten years has been in the wholesale department of Rice Lewis & Son, Ltd., is now on the road for that firm, traveling north and west.

E. J. Ewing, formerly head salesman for Martindale & Co., Alliston, has started a hardware business at Sault Ste. Marie, Ont., with good prospects of success. Style of firm, Ewing & Co.

O. B. Henry, Drayton, the enterprising hardware man of that town, is visiting Toronto this week.

S. F. Boyd, who lately sold out his hardware business in Hanover, was in Toronto this week. Mr. Boyd is at present living in Kincardine, but is on the look-out for a business at some suitable point.

J. Gamsby, of Folden's Corners, and J. Hamilton, of Port Credit, were among the hardwaremen who, during the past week, were seen touring the Toronto warehouses.

THE IRON INDUSTRY.

The Ontario Government has just passed an important order-in-Council. Two years ago an Act was passed providing for a bounty on ore mined in Ontario. The order-in-Council just passed brings this Act into operation. A bounty of \$1 will be paid to

miners on ore sufficient to produce a ton of pig iron. On the delivery of the ore at the furnaces it will be examined by a Government analyst and the percentage of iron will thus be ascertained. It is expected that this measure will infuse activity into iron mining in Ontario.



THE BEST FARM AND GARDEN WHEEL-BARROWS



At Right Price

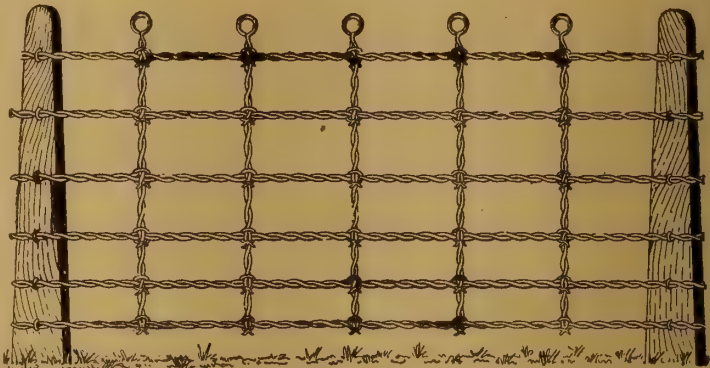
J. H. Connor

Manufacturer

OTTAWA

The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St. West Toronto, Ont.

What a Blessing

TO BE ABLE TO GET GENUINELY GOOD WHEELS AT REASONABLE RATES.

Griffiths Cycles give perfect satisfaction because they are built on such true lines that they run lightly and easily, requiring very little exertion. They are fitted with all the best improvements and are unequalled for finish, strength, design and speed.

GET OUR CATALOGUE FOR FULL DETAILS ABOUT STYLES AND PRICES.
RELIABLE AGENTS WANTED EVERYWHERE.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

DRESSING SHOW WINDOWS.

By HARRY HARMAN.

IN dressing show windows the ultimate object must be to attract the attention not only of the observant passer-by, but of the careless and indifferent as well. The most effective way to dress it, so as to attract that attention, is to have the goods displayed in an artistic and businesslike manner. The window is to be an illustrated advertisement, in which are presented samples of the goods offered for sale.

Don't crowd your goods; give them plenty of room. Too much in a window confuses the eye. Your glass should be scrupulously clean, as even the best display will not have much effect if viewed through a dust-covered, or rain-streaked window. Have the window frames and the woodwork nicely painted. The front of your store should also be nicely painted and clean. Have the windows partitioned from the rest of the store, so as to exclude dust and insects. Have this partition of glass, if possible, and so arranged that you can easily enter the window. If the partition is of glass, people can easily point out to you goods in the window that they wish to examine, but cannot describe.

How are windows to be dressed to draw attention of the public to your store. This may be classified into two parts, first to catch the eye of the passer-by, second to retain his attention by having the display so arranged as to interest him. The first object can be obtained in several ways. It can be best obtained by a feature, and the "features" are what bring in the customers; but the grocer says, how can I introduce this novel style of window dressing when I don't have the time to think up ideas? You don't have to think them up, for in Harman's book on window dressing for grocers, you get 57 illustrated ideas for \$1, you can change your window every week, and still make a change of goods by using the same idea. The fact of novel windows will increase sales, advertises the business, and a reputation is established for being progressive, enterprising and strictly up to date.

THE METRIC SYSTEM.

The bill reported from the Committee on Coinage, Weights and Measures adopting the metric system of weights and measures as the legal standard in the United States was taken up by the House on Tuesday. It provides that after January 1, 1898, all the departments of the Government shall use the metric system in doing public business, except in completing the survey of public lands; that after January 1, 1901, the metric system shall be the only legal system recognized in the United States; that the system contemplated is that in which the standard of weight is the kilogram and that of length is the meter of the International Bureau of Weights and Measures, established in accordance with the convention of May 20, 1875, to which the United States is a party; and that the equivalents in the schedules annexed to the bill of July 28, 1866, may be lawfully used for computing and expressing the customary weights and measures in those of the metric system.

ISLAND CITY Floor Paint . . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St. Montreal

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.
Revenue, \$5,545,000.
Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.
G. E. MOBERLEY, Inspector.

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated
++

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,600,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

Now is the Time to Stock Mower and Reaper Machine Files

We can supply these in any size from 8 to 12 inches; 9 and 10 inch are however the best selling sizes. We are also manufacturing Knife - sharpening Steels for butchers, hotels and family use from 10 inch up to 16 inches, either coarse for quick cutting, or fine for small knives, scissors, etc. We also solicit orders for Fine Cut Swiss Pattern Files in flat, square, half-round and round, for bicycle and fine tool manufacturers, jewellers, etc. Every file warranted. Price Lists on application.

The Globe File Mfg. Co.

MONTREAL WAREHOUSE: No. 30 St. Dizier Street.

PORT HOPE, ONT.

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle BOECKH'S Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being THE BEST.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers MONTREAL BRANCH, 301 St. Paul Street

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.



**DR. LEAVITT'S
New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.



"The Yellow Fellow"

Is the title bestowed on the Stearns by the admirers of its orange rims. In constructing the '96 Stearns we have striven to make the best bicycle producible, and if best materials, superior workmanship, unsurpassed facilities and honest effort count for anything, we have surely succeeded.

Our handsome new catalogue, which we will mail on request, is not more artistic than the wheel itself.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

SERVICE SAFETY RAZOR Used Everywhere.



LAMPLOUGH & McNAUGHTON, 59 St. Sulpice Street, Montreal.

ESTABLISHED 1856

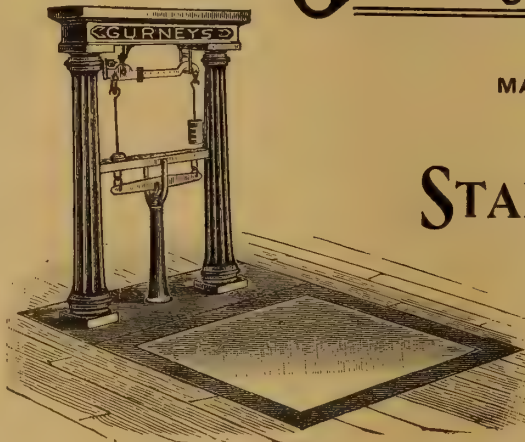
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario



Work Your Think Tank

and you'll work our

Closet Tanks and Seats

Carefully Constructed.
No Nailed Joints.
Beautifully finished.

Anything in the plumbing
line you don't see in our ad's
ask us for it.



The Young & Bro. Co.

HAMILTON, ONT.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

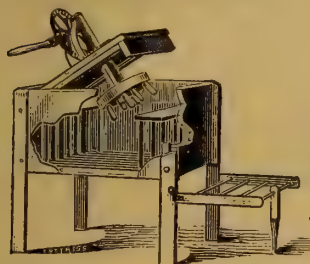
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

TIN PLATE AND THE NEW STEEL BASIS.

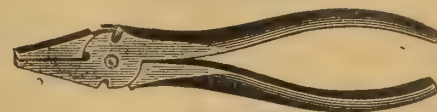
THERE is great justice in the case which the tin plate manufacturers laid before members of the Billet Association at their meeting in New York. They presented facts to show that they will not be able to make tin plate except at a loss, should their raw material be advanced much above the figure now fixed, and brought forth at the same time the case of the Welsh tin plate manufacturers, with whom they come into such close competition. In Wales, while Bessemer steel billets are quoted at £4 2s. 6d., tin plate bars sell for but £3 15s. Illogical, no doubt, but a condition rather than a theory, and a condition made by the foreign steel makers in order to help out buyers on whose custom at times they make good profits. The American tin plate makers are no less valuable to American steel mills than the foreign are to the steel mills. It is possible that something may yet be done to assist the tin plate makers here in their struggle to retain the American market. The main obstacle in the way seems to be that there is no method of easily determining that bars or billets sold under special conditions will be used in making tin plate. In some half dozen plants both sheet iron and black plate are produced, while in other sheet iron might be made in competition with sheet mills buying billets under regular conditions. Serious jealousies might thereby be engendered.

While Bessemer steel has remained at the low figure which has ruled for some months past, there has been little incentive for tin plate manufacturers to erect basic open-hearth steel plants. But one has been built thus far. The difference in cost, though not large, between open-hearth and Bessemer steel has been greater than the advance which can be secured for tin plate made from the former. With Bessemer steel considerably advanced, the manufacture of basic open-hearth steel will become advantageous. We have pointed out in these columns already how cheaply the latter can be made, and the fact that the casting of small ingots, which can be rolled in a bar mill, is but little more expensive than casting large ingots and using a blooming mill. The capital required for an open-hearth steel plant, to be run in connection with a tin plate works, is therefore small. It lies with the billet pool to determine whether or not the tin plate manufacturers shall take advantage of this outlet.—Tin and Terne.

With a view to further promoting the interest being taken in the gold-bearing quartz veins in the district between Lake Superior and the Lake of the Woods, a meeting was held the other day. Mr. James Conmee, M.P.P., occupied the chair, and there was a very satisfactory attendance of those interested. The objects of the meeting were fully explained and discussed. A number of samples of quartz were shown, and much interest was displayed in the procuring of a charter to begin operations in the district.

Henry Boker's

TREE BRAND



FENCING PLIERS

Are the Best and Most Suitable.

H. S. HOWLAND, SONS & CO.
TORONTO

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



AND FACTORIES

MONTREAL

Rhode Island Pattern Horse Shoes.

"Korrek" shape. Quality guaranteed

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE situation in the plumbing and steam-fitting trade is much the same as a week ago, the improvement then noted having remained stationary. What is doing is merely in a repairing way. There have been a few specifications asked for, and a few contracts, principally outside the city, are pending, but there is nothing in evidence which gives great promise for the future.

The wholesale dealers in plumbers' supplies are still fairly well employed, although they could do more business without over-exerting themselves. About the only lines in which there is anything approaching activity are closets and soil pipe.

TENDERS FOR SUPPLIES.

Among the contracts which the Board of Works, Toronto, awarded a few days ago were these: Lead pipe, Ontario Lead and Barb Wire Co., \$4.10 per 100 lbs. Special castings, Galloway, Taylor & Co., \$1.70 per 100 lbs. Large iron valve boxes, \$1.40 each; small, \$1.45; double service iron stop boxes, \$1.15; single service, 65c., St. Lawrence Foundry. Tenders for rubber valves, etc., brass work for house services, special castings, brass and bronze castings and babbitt were referred to the City Engineer for a report.

THE NEW PLUMBER.

Continuing the discussion of the new plumber, The Hospital says: "It is the worthy ambition of the Plumbers' Company of London, Eng., so to utilize its funds as to provide for every town and village in Great Britain as many thoroughly competent plumbers as the necessities of the country demand. To secure the registration they ask for they require an Act of Parliament, and everybody who has the least comprehension of the almost infinite importance of pure water, efficient drainage, and a sweet atmosphere must wish them success in their efforts to obtain the legislation they demand."

GUARANTEEING A HEATING SYSTEM.

The heating contractor is called upon to make some kind of a guarantee in connection with all the contracts which he secures, says Metal Worker; but the custom which prevails at the present time is unreasonable in the demands made upon him, and should be replaced by some fairer method of insuring the efficiency of the system. The conditions of the contract should provide for a settlement as soon as the goods are delivered or the work is completed. This subject is brought to the attention of the trade at this time by the position taken by the members of a school board in a Western city who held that a bill for a heating

apparatus was not payable until the plant had been tested in weather 20 degrees below zero. In a New England city, the chairman of a board of inspectors stated that a heating system could not be accepted until next winter, when the proper tests could be applied. In one case the heating contractor had made application for a settlement of the contract. In the second case a desire to collect the account does not appear, but it is quite probable that the test to be applied will be a source of delay to a complete settlement of the heating contract. The custom prevailing between the contractors and their clients at present is that the contractor makes a guarantee, backed by his business reputation and financial standing. This, apparently, is a sufficient guarantee when the contract is awarded; but on the completion of the work the contractor is confronted with the demand on the part of his customers for a further insurance of the guarantee in the withholding of a portion of the contract price until the efficiency of the heating system has been demonstrated. In many cases the heating contractor is compelled to work according to specifications and an arrangement of the heating plant which is at variance with what his judgment and experience would determine to be proper. He, nevertheless, is compelled to guarantee the efficiency of the system. In some cases contractors have only given a guarantee that they will install the heating system in strict accordance with the plans and specifications, and whoever has designed the heating system must guarantee its efficiency. This problem has been widely discussed among heating contractors, but the solution has not yet been presented. At this season of the year, when heating contractors are not well occupied, it is possible that a disposition to secure contracts will prevent a close examination of the terms, and may lead to disagreeable complications when the pay day is reached. It is well for those who are engaged in this line of trade to look into this matter with a view of protecting themselves. A bill is due and should be collectable when the work is completed. If anything is then found to need rearrangement or to be added to render the work efficient, the contractor of good standing will hardly need to be reminded of his guarantee to make good the deficiency.

N. A. Polequin is starting into business in Montreal as a plumber.

Lamarche & Leclerc, plumbers, Montreal, have dissolved.

A permit has been issued to Charles Hambly for the erection of three brick dwellings at 437, 439 and 441 Bathurst street, Toronto, to cost \$6,000. The Land Security

Co. has taken out a permit to add two storeys to the warehouse, No. 49 Front street west, the same city, to cost \$2,000.

Tenders for the brick and wood work of the new consumptive sanitarium have been awarded to Page & Co. and Mr. Robinson, Toronto. The tenders for the plumbing and heating have yet to be awarded.

A GOOD IDEA.

THE accompanying cut gives a good idea of the handsome showcase that Porter, Teskey & Co. give away to purchasers of a \$45 assortment of fine fishing tackle. It is especially suitable for displaying these goods and will enable dealers to make a proper show of their samples. The case is 24½ inches high, 18 inches long and 15 inches deep, made of oak, with a sliding back. It will be an ornament to any store and would cost by itself fully \$6.50.



Only a limited number are left, so intending purchasers should order at once.

The assortment will comprise among other goods: Limerick hooks, all sizes; Kirby ditto, treble hooks, Eureka lines, spoon foils, phantom minnows, trout flies, etc., etc., all of the leading brands.

Ald. J. Redden has been elected president of the Kingston Board of Trade.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed.

Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

WIRE NAILS

We have a large stock of Wire Nails,
and can ship promptly.

“Quality the Best”

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

MANCHESTER FIRE ASSURANCE CO.

REPORT of the directors presented to the shareholders at the 72nd annual meeting, held at the company's house, 98 King street, Manchester, on Friday, the 10th April, 1896:

The directors have pleasure in presenting to the shareholders the report of the operations of the company for the year 1895.

The net premiums amounted to £738,891 16s. 6d. The losses, including full provision for all unsettled claims, amounted to £465,468 8s. 6d., say 63 0 per cent.

FIRE AND REVENUE ACCOUNT.

After paying all expenses, commissions and taxes, the fire account for the year closed with a surplus of..... £25,810 7 2
The income from interest, etc., on investments yielded..... 20,269 14 5
Profit on securities realized..... 53 4 1
Balance carried to funds, as per other side.... £46,133 6 6

DIVIDEND.

An interim dividend of 2s. per share was paid in September last, and the directors now recommend a further dividend at the same rate as for the past half-year, and also a bonus of 2s. per share, making for the year 15 per cent..... £30,000 0 0

Leaving to be added to the funds for the year (after providing for dividend as above).... £16,133 6 1

The capital and reserve funds now stand at £696,187 5s. 5d., and the increasing financial strength of the company during the past few years is shown by the following figures:

At the 31st December, 1889, the funds in hand amounted to..... £188,380
At the 31st December, 1891, the funds in hand amounted to..... 425,012
At the 31st December, 1893, the funds in hand amounted to..... 664,183
At the 31st December, 1895, the funds in hand amounted to..... 696,187

REVENUE ACCOUNT FOR THE YEAR ENDING 31ST DECEMBER, 1895.

	£.	s.	d.
Net premiums.....	738,891	16	6
Interest and dividends.....	20,269	14	5
Profit on securities realized.....	53	4	1
	759,214	15	5
	£	s.	d.
Fire losses paid and outstanding.....	465,468	8	6
Agents' commissions and expenses.....	131,178	19	1
Home, foreign, and colonial state taxes.....	12,036	14	2
Expenses of management—head office and branches at home and abroad.....	104,397	7	7
	713,081	9	4
Balance carried to funds.....	46,133	6	1
	759,214	15	5

BALANCE SHEET.

	£	s.	d.
Capital account— 100,000 shares of £20 each £2 per share paid... 20,000 0 0 Funds from last year's account £490,053 19 4 Balance of revenue account brought down..... 46,133 6 1			
	526,187	5	5

Less interim dividend paid September..... £10,000 0 0
Dividend and bonus payable 11th April, 1896..... 20,000 0 0
30,000 0 0

Reserve Funds.....	496,187	5	5
Total.....	696,187	5	5
Outstanding losses.....	84,626	18	5
Bills payable.....	2,600	0	0
Other liabilities.....	281	5	8
Dividend and bonus for past half-year payable to shareholders, 11th April, 1896, as shown above.....	20,000	0	0
	£803,695	9	6

	£	s.	d.
Railway and other debentures and bonds.....	225,839	14	7
United States government 4 per cent. registered bonds.....	97,941	18	7
Municipal bonds.....	94,784	11	6
English railway and other stock.....	12,329	3	1
Canada government inscribed stock.....	43,785	8	1
Cape of Good Hope government 3½ per cent. inscribed stock.....	9,853	6	0
Transvaal government 5 per cent. loan.....	5,257	11	0
Austrian government 4 per cent. gold rentes... Spanish government 4 per cent. redeemable stock.....	8,710	0	0
Mortgages on first-class property (with ample margins).....	628	8	2
Cash in the hands of United States trustees (since invested).....	10,450	19	1
Interest accrued, not yet payable.....	5,000	0	0
House property and furniture, land, Manchester and London, etc.....	4,621	18	4
Balances in hands of branches and agents (home and foreign).....	43,004	14	0
Due by other offices.....	195,365	19	6
Outstanding premiums.....	68,337	12	4
Cash at bankers and in hand.....	38,982	14	7
	28,801	10	8
	£803,695	9	6

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants



“GORBALS BEST BEST”

GALVANIZED SHEET IRON guaranteed to
double seam with and across the grain.

THE LEADING BRAND

For sale only by

THOMAS ROBERTSON & CO.

Montreal

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

C. W. THOMPSON, general merchant, Port Dover, has assigned to Frank M. Bond.

Robert Graham, foundry, Ottawa, is asking an extension.

H. S. Green, general merchant, South Bolton, Que., has assigned.

Berube & Voyer, general merchants, Fort Saskatchewan, have assigned.

McLeod & Shaw, general merchants, Cardigan, P.E.I., have assigned.

Emma L. Pomeroy, general merchant, Fullarton, has assigned to John Hossie.

James Mortimer, general merchant, Burlington, has assigned to F. H. Lamb, Hamilton.

James Notter & Co., general merchants, Owen Sound, have assigned to G. S. Kilbourn.

J. A. Heon, carriage maker, St. Gregoire, Que., is offering to compromise at 20c. on the dollar.

Tremblay & Co., general merchants, St. Bruno, Que., are offering to compromise at 50c. on the dollar cash.

Antoine Rousseau, Imperial Bridge and Iron Works, Montreal, has assigned. W. Radford has been appointed curator.

The Cycle Wood Rim Manufacturing Co. of Toronto, who a few weeks ago obtained an extension from their creditors, have assigned, and a meeting of creditors will be held on the 5th inst.

SALES MADE AND PENDING.

Park & Co., general merchants, Jarvis, have sold out to J. W. Park.

E. Merrett, wall paper and painting, Toronto, is advertising auction sale of stock.

The stock of the estate of J. N. Murray, general merchant, Glen Allan, has been sold.

The assets of Geo. Halliday & Co., general merchants, Arnprior, are to be sold at auction.

John Holman, guns, fishing tackle and bicycles, Hamilton, is advertising business for sale.

The business of H. Frazer, blacksmith and carriage builder, Hickson, Ont., is advertised for sale.

The foundry of the insolvent firm of Wm. Clendinneng & Son has been sold by auction to the Banque du Peuple for \$125,000.

CHANGES.

A. S. Gledhill, general merchant, Carlow, has sold out to — Tudor.

C. Batt, general merchant, Vallentyne, has removed to Sunderland.

Farrell & Co., general merchants, St. Albert, have sold out to J. B. Langlois.

E. Benoit, general merchant, Descham-

bault, Que., has been succeeded by Z. Benoit.

A. E. Lawrence, hardware and crockery, Montreal, has been succeeded by F. Foisy.

C. Ryckman, hides, Glencoe, has sold out.

W. Henry, blacksmith, Stittsville, has retired from business.

Sparling & Landers are opening a hardware store at Manitou, Man.

H. Lamarche is starting into business as a tinsmith at Windsor Mills.

Dorman & Prickette are beginning business in Montreal as painters.

John C. Clarke, blacksmith, Port Elmsley, has sold out to Herbert Johnston.

Napoleon Turcotte, tinsmith, Montreal, has removed to St. Louis de Mile End.

A Gaudette & Co., general merchants, Ste. Monique, Que., have been succeeded by H. Chartrand.

W. Mann has been registered proprietor of the firm of W. Clendinneng & Son, iron founders, Montreal.

Schantz & Clemens, general merchants, New Dundee, have been succeeded by Schantz & Thrainer.

The Chinc Hardware Co., Ltd., Quebec, is opening a retail store at 28 Frabrique street, the same city.

The Edward Cavanagh Co., hardware, etc., Montreal, is opening a branch on Wellington street, that city.

W. Burke, general merchant, Mira Ferry, N.S., has registered consent for his wife to do business in her own name.

PARTNERSHIPS FORMED AND DISSOLVED.

W. Wilson & Co., hardware, Montreal, have dissolved.

Bleau & Sequin, blacksmiths, Montreal, have dissolved.

Fauvreau & Leblanc, machinists, Montreal, have dissolved.

J. R. Kirk & Co., general merchants, Avonmore, have dissolved and sold out.

Paue & Leblanc, carriage makers, Renfrew, have dissolved. J. Leblanc continues.

Mattson & Rouma, general merchants, Wellington, have dissolved. Mattson continues.

Avey, Pitcher & Co., foundry and machinists, Norwich, have dissolved. W. Avey continues.

Elliott & Robinson, general merchants, Roseneath, have dissolved. R. A. Elliott continues.

Hunter Bros., Kendrick & Co., general merchants, Rossland, B.C., have dissolved. Hunter Bros. continue.

Moore & Johnson, hardware and fancy goods, Sydney, N.S., have dissolved. E. W. Johnson retires and C. P. Moore continues.

W. D. Bradford and C. H. Bradford have registered a partnership to carry on business

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, ONTARIO.
Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

CHARLES H. RICHES

Solicitor
of

PATENTS

Canada Life Bldg, King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

GARDEN HOSE Every description of Rubber Goods in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

All kinds of Pumping and Geared Steel

WIND MILLS

House Pumps (Lift and Force, Brass and Iron). Rotary Pumps. Centrifugal Pumps. Power Pumps. Pump, Cylinders, for deep bored wells.

Manufactured by

THE NATIONAL PUMP WORKS

Send for prices.

MONTREAL.

CAUSES OF FAILURE

the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.
Genuine White Lead

327 St. James St.,
MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

"Just a Little Better than the Best"

**The Pleasure
of Cycling**

Is in the running of
your wheel; the ease
with which you ride.

Bearings . . .

Please examine care-
fully the bearings in
the

McCREADY

Bicycles and find out
for your own personal
satisfaction whether
we are justified in
making the claim that
we distance all other
manufacturers in this
direction.

The **R. A. McCREADY CO.** Ltd.

149 Yonge St.

TORONTO, ONT.

in Granby, Que., as general merchants, under the style of Bradford Bros.

Mrs. Joseph E. Rapideau and W. P. O'Brien, have registered a partnership to carry on business of the Incandescent Gas Lamp Co.

T. Frenette and Pierre Paradis have registered a partnership in Montreal to carry on business as safe manufacturers, under the style of T. Frenette & Co.

FIRES.

John Daum, blacksmith, Listowel, has been burned out.

Robert Hill, general merchant, Ballantrae, has been burned out.

The premises of the Toronto Electrical Works have been damaged by fire.

The Baily Mfg. Co., folding chairs, step ladders, etc., Toronto, has been burned out.

The premises of Nugent & Taylor, tin smiths, Kingston, have been damaged by fire.

The premises of J. H. Farr & Co., varnish, paints, etc., have been slightly damaged by fire.

The premises of Thomson Bros. & Co., general merchants, Orangeville, have been damaged by fire.

The stock of Noel & Dagneau, wholesale and retail hardware, Quebec, has been damaged to the extent of \$500 by fire; insured.

The stock of A. G. Dobie & Co., wholesale and retail hardware, Brockville, has been partially damaged by fire and water; insured.

DEATHS.

James B. Robinson, general merchant, Burlington, N.S., is dead.

THE TIME TO BUY FILES.

The Globe File Mfg. Co. call the attention of the trade to the fact that now is the time to stock mower and reaper machine files, for which there is a steadily increasing demand, as farmers find that they can sharpen their mowing machines cheaper and quicker with a good file. Some parties have invested \$10 to \$20 in emery wheel machines for these purposes, which are not only costly but inconvenient for this work. These files are made in several sizes. (See advertisement.)

PATENTS ISSUED.

Marion & Laberge, solicitors of patents, 185 St. James street, Montreal, report the following patents to have been issued to their clients recently: 51,678, M. Brazeau, cigar and tobacco moistener; 51,742, Chs. Alluisi, plaster compound; 51,859, Stephen Hernon, stone working machine; 51,903, S. Grenier, car coupling; 51,990, P. E. Guerard, tap; 55,617, W. E. Simons, telegraph key (American patent).

Mining speculators on the Coast are flocking in hundreds to the gold regions of Alaska. Up to last week no less than fifteen vessels, with a passenger list of fully 1,000 men, freight and supplies in proportion, sailed from Seattle, Wash., for the golden field to the north.

1875.

COVERT'S

1896.

Patented

**VICTOR**

This is the leading **WAGON JACK** in America to-day. No others compare in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,

St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

[illegible]

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 80 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.

PADLOCKS.

English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 60 2 65
 40 dy. 2 60 2 65
 30 dy. 2 70 2 75
 20, 16, and 12 dy. 2 75 2 80
 10 dy. 2 80 2 85
 8 and 9 dy. 2 85 2 90
 6 and 7 dy. 3 00 3 05
 2. American pattern only—
 From 4 to 5 dy. 3 20 3 25
 3 dy (lath). 3 60 3 65
 3. Canada pattern only—
 From 4 to 5 dy. 3 10 3 15
 3 dy (lath). 3 50 3 55
 3 dy, A.P. fine. 4 20 4 25
 Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto).. 0 16 0 16½
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astial. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10. Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.

Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tanners solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 17½ 0 17½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron, dis. 55 and 10 per cent.
 Tinned and black rivets, 55 per cent.
 Burns, iron or steel, 50 and 10 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

7-16 in. and larger, per lb. 6½ 00 9
 ¼, 5-16, ¾ in. 7¼ 00 9½
 Cotton 15 17
 Russia Deep Sea 00 13
 Jute 6½ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempshell's, dis. 40, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 12½ to 15 p.c. S. & D., 40 to 40 and 10 per cent.
 Crosscut, Disston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
 " R. H., dis. 75 p.c.
 " F. H., brass, dis. 77½ p.c.
 " R. H., dis. 72½ p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, japanned, 80 p.c.
 N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 " japanned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme, " 3 00 5 00
 Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 and 10 to 70 p.c. rev. list.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

Scientific Stove Enamel. Gross. Doz. 7 50 0 75

STONE.

Washita, per lb. 0 28 0 50
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador. " 0 00 0 13
 Turkey Axe, " 0 00 0 15
 Arkansas " 0 00 0 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½
 Trunk tacks, black 60
 " tinned 66½
 B.B.B. iron carpet, blued, 60
 " tinned 66½
 B.B.B. iron carpet, bright or blued (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk) 45
 " (in dozens, 1 to 6 oz.) 45
 " (in dozens, 8 to 24 oz.) 40
 " ¼ weights 30
 " tinned 45
 Swedes, cut tacks, genuine, blued and tinned 52½
 Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60

Swedes, upholsterers', American (8 to 24 oz.) 66½

Swedes, carpet, gimp, lace 35

brush, blued and tinned 40

Zinc tacks. 35

Copper tacks and nails 60

Leather carpet tacks 35

Trunk nails, black and tinned 65

Clout nails 66½

Cigar box nails 45

Lining nails in papers 10

" " in bulk 42½

" solid heads, in bulk. 15

Saddle nails in papers. 10

" " in bulk 15

Tinned capped trunk nails 15

Double pointed tacks. discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather 5 50 9 75
 Chesterman's, each 0 90 2 85
 " steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
 Japanned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each 2 00 4 50
 Coach, " 6 00 7 00
 Peter Wright's, per lb. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.

[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]

Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.

Broom Wire, per lb. 0 05½ 0 06

Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 3 00
 Galvanized, 4 barb, 4 and 6 inches apart 3 00
 Galvanized, plain twist, all delv'd. 3 00
 Plain twist. 3 00
 Steel Staples 0 00 3 00
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid on lots of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32½ to 35 per cent.

You Lose

a customer if you sell him a mower which does not work satisfactory.

Your Bet

ter judgment will tell you that you run no risk of that kind if you sell him the WOODYATT, as the maker guarantees every mower.

We Have Won

the confidence of the trade by doing this. Patented and manufactured by A. R. Woodyatt & Co., Guelph, Ont.

Representatives in Every Town Wanted

—FOR THE—
COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell, Easy Work, Small Price, Satisfactory Results, Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

**Hardware
Paper . . .
Made for
Hard Wear**

*MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING*

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

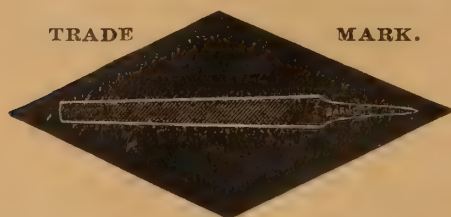
318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND ... FILE WORKS



21 to 43 Richmond St., Philadelphia, Pa.

G. & H. BARNETT CO.

MANUFACTURERS OF

Mill Sawfiles with two Round Edges for Band Saws
Double Ended Taper Sawfiles.

Machine Band Sawfiles.

Great American Cross-cut Sawfiles.

Chisel Pointed Sawfiles.

Climax Sawfiles.

Gulletting Sawfiles.

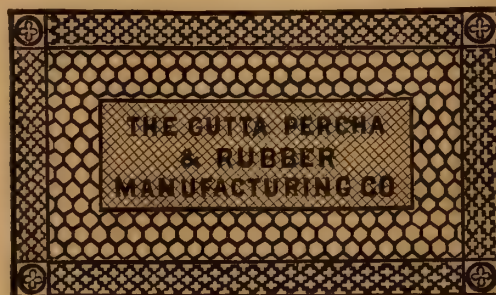
Lightning Sawfiles.

AND EVERY OTHER DESCRIPTION OF SAWFILES

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

The JAMES ROBERTSON CO. Ltd.

MANUFACTURERS TORONTO IMPORTERS

LEAD PIPE, LEAD TRAPS
TIN-LINED LEAD PIPE
BLOCK TIN PIPE
WIRE AND BAR SOLDER, BAR TIN

Plumbers' Supplies

ESTIMATES
CHEERFULLY
FURNISHED



"THE RICHELIEU."

PLUMBERS' EARTHENWARE
MARBLE SLABS, BATHS
BOILERS, SINKS, SOIL PIPE
ENAMELLED WASH STANDS

Gas and Steam Fittings

SHEET LEAD, SHEET IRON, ETC.
FINE PLUMBING MATERIALS
A SPECIALTY

HIGH-GRADE CLOSET COMBINATIONS

You are cordially invited to visit our Sample Rooms—the finest
in the Dominion.

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, MAY 9, 1896

No. 19



MAGNOLIA METAL



—IN USE BY—

EIGHT LEADING GOVERNMENTS.

BEST ANTI-FRICTION METAL FOR

High-Speed Engine, Dynamo, Rolling-Mill, Steamship, Railroad, Saw-Mill, Cotton-Mill, Paper-Mill, Woollen-Mill, Silk-Mill, Jute-Mill, Rubber-Mill, Sugar Mill, Flour-Mill, and all Machinery Bearings.

MAGNOLIA METAL CO.,

London Office: 75 Queen Victoria St.
Chicago Office: Traders Building.
Montreal Office: H. McLaren & Co., Agents

Owners and Sole Manufacturers,
74 Cortlandt Street, NEW YORK.

Largest Manufacturers under the British Flag

We fought a long campaign, solitary and alone, against the massed brains and learning of the world and we have won—"if the fight has been fair?"

"Safford" Patent Radiators

Beat all others in construction.
No bolts to break.
No imperfect connections.

NO BETTER ON EARTH

MADE ONLY BY

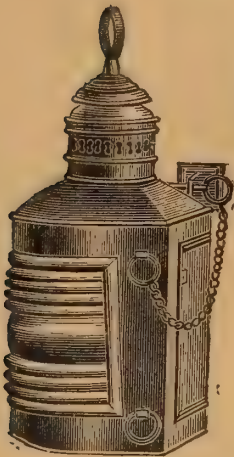
The _____

TORONTO RADIATOR MFG. CO., Limited., .. Toronto, Ont.



Safford
Perfect Pain

Ship Chandlery



ANCHORS

CHAINS

SIDE-LIGHTS



ROPE

OAKUM

PACKING



LIFE PRESERVERS, BUOYS, BLOCKS AND TACKLE
OF ALL KINDS.

RICE LEWIS & SON, Ltd. - Toronto

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

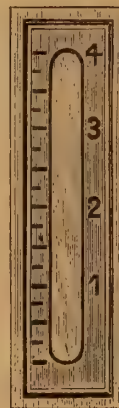
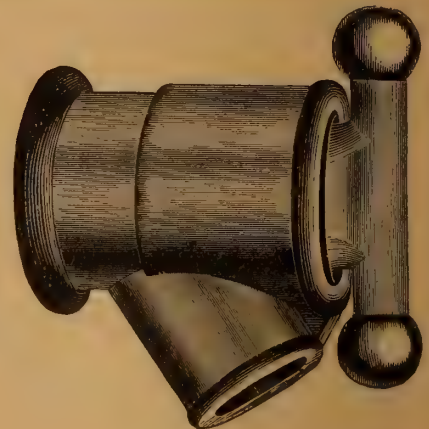
The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO

**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, MAY 9, 1896

No. 19

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and

TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

BUSINESS MEN AND THE ELECTIONS.

NATIONS, like individuals, do not as a rule seek for remedies for a disease until the disease has developed to a point where it occasions alarm or inconvenience.

For some years there has been a growing deterioration in the business quality of the members of the House of Commons.

The Parliament just dissolved was undoubtedly the worst we have had since Confederation. Through incapacity on the one hand and sacrifice of business interests to party exigencies on the other, the business of the country has been shamefully neglected.

It is to be hoped that the last Parliament saw the climax of this retrograde movement. If the fact that the business men of this country are awakening to the deplorable conditions which therein obtained can be taken as an indication, it was. Business men, from one end of the country to the other, realize that if they ran their own concerns in the slipshod way which Parliament has the business of the Dominion, the assignee would soon be in possession of their estates. With the realization of this fact has come the realization that in selecting representatives they must exercise the same common sense they would if engaging men

to take charge of important departments in their various establishments. And if the business men of this country vote in obedience to their common instincts, the next House will see an improved membership.

If we do not have an improved membership in a business sense, it will be a bad thing for this country. Matters are likely to occupy the attention of Parliament for the next few years which it would be folly of the worst kind to relegate to politicians of the ward and professional type for solution. We want men with practical business common sense, men who have more concern in the welfare of the country than they have in the advantages of party.

Until the general election, now pending, is over, the questions as to whether there will be a change of government and a radical change in the tariff are agitating the public mind a great deal, the business part of it particularly.

If we have the right kind of men in Parliament these questions need not concern us very much: Men who have business interests at stake in the country are not likely to vote for measures which tend to jeopardize these interests. Theorists of either party are not likely to create an itching in their ears by the flaunting of impracticable schemes.

AN INEXCUSABLE ERROR.

The news of the finding of vast, rich beds of anthracite coal in the northern part of Minnesota, as related in the annexed despatch, will be of great interest to Canada, for if the report be true, the proximity of the fuel to Manitoba and the Northwest will remove the one great hindrance to the settlement of the Dominion's western lands.

THE above paragraph appeared in The Toronto Star of Wednesday. Had it graced the columns of an American paper some excuse might be offered. But there is no excuse for its publication in a Canadian journal. The idea of the discovery of coal in Northern Minnesota removing the "one great hindrance to the settlement of the Dominion's western lands."

If The Star does not know, it should know, that nature has blessed the "Dominion's

western lands" with coal enough to supply with fuel the teeming millions which it is anticipated will eventually settle therein.

Manitoba, which is the worst off in this respect of Canada's western lands, has a coal area of 15,000 square miles. And although the coal of that province is all of the lignite variety, yet it makes a good fuel for domestic purposes.

Taking the Northwest Territories, they are peculiarly blessed with coal measures. There the coal fields, one hundred miles in width, stretch from the United States boundary line to the Peace River. No less an authority than Dr. Dawson—and the Government bases its returns on his figures—places the coal area of the Territories at 65,000 square miles. In some portions of this area the coal runs from 4,500,000 to 9,000,000 tons per square mile. The coal in the Territories is both bituminous and lignite.

In the Rockies, at Anthracite, on the main line of the C.P.R., there are vast and rich areas of anthracite coal, equal to anything produced in the United States. From these mines the C. P. R. draws its supplies for a large section of the road. The coal from the Anthracite mine goes as far east as Winnipeg, from which it is driving American anthracite. Soft coal from the Territories has driven American soft coal almost altogether from the Winnipeg market, during ten months of last year there being only 700 tons of the latter to 15,000 tons of the former sold there.

Besides the anthracite areas in question, comparatively recently rich discoveries of anthracite and bituminous coal have been made at the Crow's Nest Pass through which the C. P. R. is to enter the Kootenay country, where, taking seam upon seam, there is a depth of coal of some 148 feet with an area of 250,000 acres.

Obviously, the "Dominion's western lands" are not dependent upon the United States or any other country for their supplies of anthracite, bituminous or lignite coal.

AGREEMENT ON SPADES AND SHOVELS.

THE manufacturers of spades and shovels in the United States have just completed the formation of an association, and it is said that all the leading firms in the country are among the membership.

One of the objects of the association is to keep production down to a point where it will not exceed the requirements, and in pursuance of this each factory in the concern will be allotted a certain quantity which it can manufacture.

For some time the jobbing trade in the United States has not been satisfied with the margin of profit, and an effort is being made to remove this dissatisfaction.

Owing to the diversity of brands that are on the market it is understood that no attempt will be made to secure the maintenance of a uniform selling price on the part of jobbers, the aim of the manufacturers being to secure uniformity in the prices at which the goods are to be sold by them.

The formation of the association is not without some interest to Canadians, as by far the greater proportion of the spades and shovels we import come from the United States.

Spades and shovels and spade and shovel blanks entered for home consumption last year aggregated 6,136 dozen, valued at \$23,396, and of this 5,193 dozen, valued at \$19,252, were from the United States.

Compared with 1894 these figures show in value the enormous increase of over 170 per cent. in the imports from the United States, and a decrease of over 27 per cent. of the spades and shovels and spade and shovel blanks purchased in Great Britain. Much of the increase may, of course, be reasonably attributed to the slaughter prices which ruled on United States goods the early part of the fiscal year, with which these figures deal.

DROP IN BUILDING PAPER.

A reduction in the price of building paper has just been decided upon by the manufacturers. It amounts to 5c. per roll. The reduction came as a surprise, an advance rather than a decline having been anticipated.

The price, f.o.b. Toronto, or Montreal, is now 40c. for plain building, 50c. for tarred lining, and \$1.60 for tarred roofing felt.

TO FIX THE PRICE OF BRASS GOODS.

The brass trade in Canada has been in an unsatisfactory condition for some time. It is bad enough in the United States, but it is held to be worse on this side of the boundary line, prices ruling lower here than there.

With a view to remedying this state of affairs a movement was inaugurated lately to form an association among the various manu-

facturers of brass goods and to place prices on a more profitable basis. On Thursday a meeting for organization was held in Toronto, representatives being from as far east as St. John, N.B.

What was done at the meeting has not been divulged. **HARDWARE AND METAL** learns, however, that an agreement was practically decided upon, although another meeting will have to be held before it is finally consummated.

The former association collapsed because of alleged breach of faith by some of the members as to prices.

DIRECT STEAMSHIP SERVICE WITH FRANCE.

WHEN the Dominion Government decided to subsidize a fast Atlantic line, the Act authorizing the same stipulated that the line securing the subsidy should make connection with a French port.

At the last session of Parliament, however, this Act was amended by striking out the reference to the French port. But, a clause was at the same time added, stipulating "the Governor-in-Council may enter into a contract for a term not exceeding five years with any individual or company, for the performance of a fortnightly steamship service between a port or ports in Canada, and ports in France and Belgium, on such terms and conditions as the Governor-in-Council deems expedient, for a subsidy not exceeding the sum of fifty thousand dollars a year."

A few days ago the Governor-in-Council, acting under the authority therein given, closed a contract for the performance of the service in question. The successful contractors are the Franco-Belge Steamship Co. of Canada. They secure a yearly subsidy of \$50,000, and will furnish a direct fortnightly service between Canada, France and Belgium.

Canada only now needs a fast Atlantic service with Great Britain to place her on equal footing with the United States as far as steamship service on the Atlantic is concerned. On the Pacific we already occupy the premier position.

Regarding the Atlantic service the events of the past few days have been advanced an important stage, the Imperial and Dominion Governments having agreed upon the details of the same. The service is to be weekly, and four vessels, with a required speed of 20 knots per hour from port to port, are to be supplied. The displacement of these steamers must be not less than 8,500 tons, and equal in equipment to the Teutonic. In Canada the winter port is to be Halifax, where the mails are to be landed, after which the contractor is to have the right to send the vessels on to St. John, N.B. The summer port is to be Quebec, where the mails are to be landed, after which the vessels can proceed to Montreal.

THE ADVANCE IN CUT NAILS.

The price of cut nails advances 15c. per keg on Monday next, and on and after that date the base figures will be \$2.75 per keg, Toronto, Montreal, Hamilton and London. As before, freight will be prepaid to different places from those shipping points, when it does not exceed 25c. per 100 pounds.

The jobbers and the principal retailers appear to have fairly well protected themselves, but the fact that higher prices are to rule has not induced as brisk a demand as might be expected.

Cut nails advanced 15c. per keg in the United States on the 1st inst., and there was some liberal buying. The price is now \$2.30 f.o.b. Pittsburg and \$2.40 for less than carload lots.

CHANGE IN THROUGH FREIGHT RATES.

BOTH the big railway corporations have issued a new classification regarding through freights on merchandise from Great Britain and abroad.

The change which went into effect on May 4th has been a surprise to the trade, and will affect all lines of heavy material materially, while the importers who will feel the change most keenly are those in Montreal.

Previously a rate might be had on a shipment loaded in Montreal, and if the goods were sold before the vessel got there, they were allowed to be transhipped to any point west, getting the benefit of the through rate from Liverpool or other ports the same as an actual through shipment billed direct.

This privilege has been withdrawn this spring, and shipments not billed direct will have to pay the regular local rate from Montreal to Toronto or other western points, as the case may be.

When it is explained that the ocean rate from Liverpool to Montreal is only about 7c. per cwt. on heavy material, and that the local railway rate from Montreal to Toronto is 17c., some idea of how much extra the shippers will be taxed is afforded.

The chief trouble seems to be that many Montreal importers, not imagining that there would be any change this year, made arrangements accordingly.

They figure it out that any lots which they will be compelled to break at Montreal and send forward will cost them from 5s. to 7s. per ton more than it did last season. This means that they certainly will not make any money on their first shipments, and, possibly, may lose some.

Of course, the matter will regulate itself in time, but in the meantime western importers have decidedly the best of it in the case of a deal with a purchaser.

Confidence is the forerunner of custom. And he who would have the latter must cultivate the former.

CUSTOMS TYRANNY.

THE case of Customs Officer Curless versus The Montreal Star is another illustration of the need of reform in our Customs service.

It has been pointed out frequently that in too many instances the aim of public servants in the Customs branch seems to have been to make the service as distasteful as possible to the mercantile community. Such a course is the height of folly.

Of course the laws have to be administered. They are on the Statute Book for that purpose. At the same time it should be the aim of the officer to apply them with the minimum of dissatisfaction to the public. This policy does not seem to have commended itself to Special Officer Curless, and the judgment rendered by Mr. Justice Davidson is a reminder to the departmental officials at Ottawa, that there is plenty of room for reform in the service.

The kernel of the whole difficulty is the spoils system, in which the detection of offences against the revenue laws pivots. It is a constant temptation to blackmail, and the sooner the Government adopts some other method the better. If it was not in force there would have been no Curless case, and no discredit cast upon our system of Customs inspection.

CANNINGTON'S WISE MERCHANTS.

The merchants of Cannington, Ont., have decided to close their stores at six o'clock on Monday, Wednesday and Friday evenings during the summer months. The innovation went into force on Friday last, and all the stores in the town are in the arrangement.

The merchants of Cannington are to be congratulated. Competition in Cannington is about as keen as it is in most places; but this has not prevented the business men of the place from arriving at the agreement in question. They have set an example which other communities of merchants should not be slow to follow.

Long business hours is an evil. There is no question about that. It injures the health of merchants and clerks, and prevents them from performing to the best of their ability the duties of every-day life.

Men in business should be constantly creating and putting into practice new ideas. But being cooped up, often in dreary stores, from early morning to late at night from one end of the week to the other, obviously tends to diminish their power to do this.

A machine that is not oiled gets rusty, noisy and out of order. Too close confinement to business makes merchants rusty and crusty, while relaxation therefrom lubricates the mind, quickens the energies, and fortifies one for better work.

HARDWARE AND METAL would like to see the early closing movement become epidemic during the next few months.

DROPS FROM THE EDITOR'S PEN.

A cheap article is sometimes dearly bought.

Pay as you go; and if you cannot pay, do not go.

Aim high, even if you are a little short in ability.

Inability to rhyme is no excuse for absence of poetry in business.

Most customers, men as well as women, rather like being courted.

A multiplicity of objects in life, like a multiplicity of wives, is a bad thing.

If you want to irritate a customer spell his name wrong or "pi" his initials.

Earnestness is to the man of business what steam is to the engine: it induces activity.

The wide-awake merchant is not a conjurer, and yet he turns his wares into gold at will.

It is well to have a stiff backbone, but see that the stiffness does not get into your neck.

It is not every customer that is proud of his name, but he is not pleased when you forget it.

The fewer words there are in an "ad." the larger will be the number of people who will read it.

Jealousy, like sand in a piece of machinery, keeps the business from running smoothly.

A successful business can no more be built up on poor goods than can a good character on bad deeds.

A clerk needs to exercise his brains while waiting on customers quite as much as he does his hands and feet.

The ideal merchant was never born, but he is a foolish business man who does not aim to be an ideal merchant.

The man who is holding his own is not usually the one who wants to cross swords with his fellow business men.

The store window, like the merchant's face, should create a good impression when it is for the first time looked at.

A merchant should not only read his trade paper himself, but should see that his clerks do the same thing. The good clerk is a

good reader. Merchants might help in the premises by subscribing for a few extra copies of a good trade journal.

The fruits of success are not obtained by sowing the tares of laziness.

More desirable than genius is the man in whom are combined average intelligence and energy.

Some people take so long loading their gun with brilliant ideas that they die before they have a chance of firing it off.

There is money in advertising as well as in gold, but you need to know how to get it out of the one as well as the other.

Theory and practice are often as dissimilar as chalk and cheese when an attempt is made to put theory into practice.

No onus is it upon the live business man who, while he is cultivating trade, fertilizes the prejudices of his less active competitors.

Over-strained efforts to convince people you are telling the truth frequently confirms them in the belief that you are telling a lie.

Natural endowments are not the superstructure. They are the foundation. And he who would succeed must build upon them.

Merchants should take care of their delivery wagons. It is possible that the delivery wagon will cast a reflection on the merchant.

It is well that every clerk should aim to be a merchant, but it is also well that every clerk so aiming should be assured that Nature aimed that he should be one.

If some men had been born with a crowbar in their mouth instead of a silver spoon they would not have been so heavily handicapped in life's race as they now are.

If a man succeeds in business he earns the jealousy of some of those he has outstripped in the race; if he fails he often earns the contempt of those who have outstripped him.

Had not the trade paper a good reason for its existence it would have been dead long ago, and no void would have been created by its absence either. But, like the sun, it has come to stay.

If a majority of those seeking Parliamentary honors in Canada who profess so much interest for the business interests of the country, were to be converted by their own eloquence and do what they promise they will do if elected, the Dominion would be little short of a business man's Paradise ere long.

THE GLOBE FILE WORKS.

THE largest individual industry in Port Hope is the Globe File Works, where at present sixty-three men are employed, to whom is paid fortnightly between \$800 and \$900 in wages. The Globe File Works Co. was for many years located at Montreal, and about seven years ago removed to Port Hope. They have always a hundred tons of steel in process of manufacture, and their output is larger than that of all the other factories in the Dominion combined.

The manager, Mr. Outram, is an eminently practical man; indeed, a stranger meeting him, with his coat off, his apron on and his sleeves rolled up, would most likely mistake him for one of the workmen. But he is thoroughly master of every detail in the manufacture of files, can operate every machine and do the work of any man in the factory. He is a kindly, alert man of action, a man it does one good to meet. Such were the impressions of a Times representative after a visit to the factory the other day.

Going first to the room where the raw material is stored—steel, round, square and three-cornered, from one-sixteenth to three inches in thickness—we followed the process of file-making up to the finished product.

The steel is first cut into lengths with power shears; then passes through the hands of several men who sit beside small furnaces and operate upon it with power hammers. From them the steel takes shape as a file, and is then transferred to the annealing furnace. There they are packed in tons at a time and treated with oil by air pressure and heated to take the temper out. The embryo file seldom comes from the furnace without a bend in it, and this is straightway taken out of it by men using a filemaker's hammer—a peculiar tool, the head being hung at the top instead of in the middle and the handle at an angle of forty-five degrees. The files are then ground, the round and half round singly by hand, the others by machine, five to thirty-two at once. Stripping, or filing, is the next process, which on wood might be termed sand-papering. Next the work is done that characterizes the pieces of steel as files. In this machines are used varying in size from a ton to others as delicate as a sewing machine. This done, the name is stamped on the files and they are taken to be tempered, which is a very interesting process. After being smeared with a thin paste of flour and charcoal, the files are slightly heated in looks like a huge dish-pan, and are then plunged into a well of intensely heated lead. This method is adopted that the metal may be heated evenly. The next course is a salt water bath; then they are cleaned and sent upstairs to be oiled, tested and the good ones packed.

Within the last few months the company

has begun the manufacture of fine files, such as are used by jewellers and dentists. The British and American methods were unequal to producing these goods, and they were held as a monopoly by the Swiss. It is the Swiss method that has been adopted by the Globe Company. The work requires numerous very delicate machines.

The Globe Company turns out 150,000 dozen of files a year in 4,000 different patterns, and varying in fineness from three or four to two hundred teeth to the inch.

The plant is operated by water power, with three wheels giving 120 horse power, of which eighty is used in the grinding process. The factory also has its own system of water-works.

In the Port Hope File Works are made the best files in the world. American and British dealers say so, but the United States tariff is prohibitive and the company has not yet seen fit to send a representative to push the trade in England. They might control the Japanese market could they secure satisfactory freight arrangements. This is an industry that contributes alike to the fame and prosperity of this thriving town.—Times, Port Hope.

BUSINESS MANAGEMENT.

The following excellent remarks upon business management have been sent to us by an ironmonger, says London Ironmongery: "To my notion the art of business management is progressive. Nothing short of constant study will serve to keep one abreast of it. A man may have natural ability as a business manager, but it is of no more use to him, relatively, than natural mechanical ability is to the boy or man who becomes a carpenter. Whatever the natural ability, the training is essential to make it serviceable in the highest degree. Business management is an art that may be acquired, in part, by the study of good examples. In fact, that is about the only way in which the art of business management may be acquired at the present time. A boy may be put into an office to perform some class of work, and in due course of promotion he becomes the head of the department. If he has natural ability he succeeds in holding his place. He may be advanced to a more important position, and, ultimately, he may be at the head of the establishment. Without natural ability, without the training of practice he would, of course, be compelled to stay in a lower position."

NEW PLATE FRONT.

Messrs. Harland Bros., as intimated last week, have put in a new plate front in their brick block hardware store, and may possibly improve the two adjoining stores in the same manner. The firm expect to have the remodeled store open and ready for business in the course of a couple of weeks.—Star, Goderich.

HEAT CONDUCTING POWER OF IRON AND STEEL.

AFTER a thorough investigation of this subject W. Beglinger arrived at the following conclusions: The results show that the heat conducting power of the different kinds of iron is altogether different. It is therefore of the greatest importance to know the co-efficient of the inner heat conducting power. Steel and wrought iron show a more uniform conduct in this matter than cast iron. It is not confirmed that hardening reduces the conducting power of steel by almost one-half, though it may be conceded that hardening will reduce it slightly. The difference in working, by forging or rolling, showed only in one case, with wrought iron, considerable differences for the conducting power, steel never. Casting seems to cause far more irregularities. Wrought iron showed generally better conducting power than steel.

L. Holborn and W. Wien have compiled a table showing the heat conducting power of the different values. Concerning iron, the average value for the different kinds of iron and steel is given. The factor R indicates that through a plate of 1 centimetre thickness at a difference of temperature of 1 deg., for 1 square centimetre each a quantity of heat passes, which will increase the temperature of R gramm of water by 1 deg.:

Copper	R = 0.918
Iron	R = 0.156
Steel	R = 0.062 to 0.111
Zinc	R = 0.292
Tin	R = 0.150
Lead	R = 0.079

OUTLOOK FOR RAILROAD BUILDING.

The Railway Age publishes a statement of the prospects for railway construction this year. It says: "To-day the enterprises on our books which have not been begun or are not finished aggregate from 30,000 to 40,000 miles, and everyone adds to the list of new projects. From this mass a list is given of roads which have been commenced or which promise early construction work. The total is 205 lines in 47 States and Territories, contemplating 10,145 miles. New York, Pennsylvania, West Virginia, Michigan, Indiana, Oklahoma Territory and Texas make the biggest showing.



If you are entirely satisfied in every way with the Varnish you are now buying, we would advise you to be very careful about making any change. It is very difficult to get well suited with Varnish.

If you are not entirely satisfied, or it should ever occur that you are not, we would like very much to have you make a trial of the

Pratt & Lambert Varnish

We guarantee every gallon to give satisfaction. Money back if it don't.

The Cottingham Varnish Co., Ltd.

MAKERS FOR CANADA

MONTREAL

"When we sell once We can sell again"

That's the kind of business that pays. Do enough of such business and you will be able to retire wealthy some day.

These remarks have been suggested by a letter we have received from our S.W.P. customer in St. Stephen, N. B., Mr. J. K. Laffin. He wrote as follows :

"Regarding your Family Paint, we have some paint we are anxious to clean out and soon expect to send an order for the Family Paint. Don't sell to any other here. We are starting in well with S.W.P. and everyone speaks well of it, and we have tried it and find it up to, and far ahead of, anything yet handled by me, and I am going to push it. It takes time to introduce a new article, particularly at an advance of 20%, but I feel sure of it now. When we sell once we can sell again."

Mr. Laffin has been handling paint for a great number of years—all kinds of paint—and, we rather think, is a pretty good judge of what is good.

The Walter H. Cottingham Co., Ltd.

Makers of the Sherwin-Williams Paint

MONTREAL.

POOR TINPLATE PROSPECTS.

SPEAKING of the British tinplate industry, The London Iron and Steel Trades Journal says : "The condition of the tinplate industry is gradually drifting from bad to worse, and the half-hearted efforts on the part of manufacturers in endeavoring to create new markets have resulted in nothing better than a further depression in prices." As we predicted in these columns some months ago, the scheme for the creation of new markets has come to nothing, and not only is this so, but the makers have decided to dissolve their association and divide the money they had collected for the purpose of developing fresh markets and stimulating the demand for plates. Consequently every maker will act in accordance with his own views and will be a law unto himself, and the competition for orders will, very probably, become still more keen, and the cutting of prices in order to secure business will continue unchecked. The condition into which the trade has drifted is best indicated by the figures relating to the exports for last month as compared with the returns for February of 1895. The returns show a serious falling off, for while there were 33,339 tons exported in February, 1895, of the value of £390,480, there were only 18,454 tons sent abroad last month, of the value of £213,480, or a decrease of 14,885 tons in quantity and of £177,435 in value. During the two months

ended February, 1895, 62,871 tons of tinplates and sheets were exported, worth £737,527, the quantity this year being 41,855 tons, to the value of £481,413. Our trade with America continues to dwindle away, as the United States took only 6,980 tons last month, compared with 23,201 tons in February, 1895. This time last year the Americans had taken 41,827 tons; they have only had 18,841 tons up to date this year. Russia has taken over 2,000 tons less and France nearly 2,000 tons less. It is satisfactory, however, to note that increases are shown in the case of British East Indies, Australasia and British North America. Apart from our business with the United States, we have no great cause for complaint. It is true that France and Russia have taken much less than in February of last year, but it is known that consumers' stocks had accumulated in both those countries. With regard to our trade with the United States, if we have to lose the market the sooner our makers recognize the fact the better. The tinplate industry in the United States has come to stay, and the amount of business which will reach this country from the United States will entirely depend upon the question of price. If Welsh makers can make and deliver plates at a lower price, and, after including freight and duty, deliver them at a lower rate than the native mills, then they will retain a fair share of the American business. But, if in order to do

this they have to cut prices to such an extent as to necessitate the reduction of the workmen's wages to the lowest possible point, and even then have to accept unremunerative prices, it would, in our opinion, be better to do without the American business altogether. The question for Welsh makers, now that they recognize that the United States is a diminishing market, is what is to be done in order that the trade may have a chance of regaining its old position. The present position is the result of a combination of circumstances, and the sooner the makers face the position the better. They may look for some relief in other markets and in improved machines and methods, but the chief difficulty just now appears to be the want of an understanding between masters and men. Why not form a board of conciliation, composed of an equal number of employers and workmen, in order that the questions relating to wages, etc., now pending, may be amicably adjusted?"

The secretary of the Niagara Falls Power Co. announces that work on the power transmission line from Niagara Falls to Buffalo will be begun in a few days. It will take about three months to complete the transmission line after a start is made; and it is expected that by the middle of June electrical energy from the Falls will be available within the limits of the city of Buffalo.

FLAMELESS EXPLOSIVES.

THE report of the influential committee appointed in March, 1888, by the North of England Institute of Mining and Mechanical Engineers to investigate the qualities of the different flameless explosives on the market, has just been issued. In the course of the experiments the high explosives, ammonite, ardeer powder, bellite, carbonite, roburite, securite and westfalit were each subjected to numerous trials in (1) air and firedamp, (2) air and coal dust, and (3) air, firedamp and coal-dust, under conditions as nearly as possible like those of a mine. The report concludes by stating that the experiments appear to establish the following conclusions: (1) The high explosives (ammonite, ardeer powder, bellite, carbonite, roburite, securite and westfalit) on detonation produce evident flame. (2) The high explosives are liable to ignite either inflammable mixtures of air and firedamp, or air and coal-dust, or air, firedamp and coal-dust, and therefore cannot be relied upon as ensuring absolute safety when used in places where such mixtures are present. (3) The high explosives are less liable than blasting-powder to ignite inflammable mixtures of air and firedamp, air and coal-dust, and air, firedamp and coal-dust. (4) The experiments have shown that ignitions of mixtures of air and coal-dust, with or without the presence of firedamp, can be obtained when there is present a much smaller quantity of coal-dust than has been previously supposed to be necessary. (5) It is essential that similar examinations of the working places, and precautions which are in force in mines where blasting-powder is used, should be rigidly observed where a high explosive is employed. (6) In selecting a high explosive for use in a mine it should not be forgotten that the risk of explosion is only lessened and not abolished by its use. (7) In view of the changes from time to time made in the proportions and constituents of high explosives, it is desirable that the name of the explosive should be printed on the wrapper of each cartridge, and that the date of manufacture and the proportion of the ingredients used in the manufacture of the explosive should be printed on the case of each packet of cartridges. (8) As these explosives alter in character if improperly kept, it is necessary that every care should be taken in the storage to ensure their being maintained in good condition.

KEEP A SCRAPBOOK.

Every merchant should keep a scrapbook, remarks an exchange. This suggestion has been made before, but it is fully worth emphasizing. Every bright advertisement that you notice in your local paper or those of other towns; every model advertisement that you observe in your trade paper, and every practical trade-bringing plan or hint, should be cut out and pasted in the book,

with full data as to the name and date of the paper. You will find such a book as this an inexhaustible treasury of riches, especially on those days when your ideas run scarce, and you are too busy to take time to evolve a good advertisement.

A METRIC SCREW-GAUGE.

The Swiss Government has invited all the leading countries of Europe to attend a special conference, which will take place at Berne, for the purpose of discussing the question of a uniform screw-gauge on the metric basis. On the Continent there is a decided disposition to adopt a uniform and universal thread for nuts and bolts, and it is very desirable, therefore, that British manufacturers should not be behindhand in taking the same course. In the United States the Sellers thread has come into almost general use, and the French Admiralty have adopted a thread which is very like both the Sellers and the Whitworth, but is so pitched as to conform to the metric system. Possibly this French thread and pitch may be adopted by the Berne Conference, unless our delegates are able to show that the Whitworth or some other system is its superior. If we have anything better than the French plan we should be prepared to show and prove it to demonstration, lest some continental system should be adopted—to the probable loss and inconvenience of all British manufacturers. Verb. sap.—Ironmongery.

MAGNETIC BELTING.

Several devices of this sort have been suggested, says an exchange, but they are not in general practical use. One of the simplest forms consists of strips of sheet iron riveted at frequent intervals on an ordinary leather belt and perpendicular to its length. Such a belt, run with the iron strips outward on a magnetized iron pulley would be drawn against the pulley by magnetic attraction, thus increasing the friction or grip. The weight of the iron strips would produce considerable centrifugal force, tending to lift the belt off the pulley at high speed, and it would be rather troublesome to provide the pulley with a magnetizing coil and current; hence it is doubtful if this kind of belt is practical.

The Consumers' Gas Co., of Toronto, closed some big contracts on Monday for their coal supply for the current season. The Youghiopheny Gas Coal Co., of Cleveland, contracted for 18,000 tons, and Brinker & Jones, of Buffalo, for a similar quantity on behalf of the New York and Cleveland Coal Gas Co. In addition to this the Standard Coal Co., of Toronto, secured the contract for 3,000 tons of anthracite coal, which, with the coke made on the premises, is used in the production of water gas. The prices quoted in these contracts are kept a profound secret by special understanding between the parties interested.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
"43" "872'72" " " " "

Far in excess of any other Powder,
Nitro or Black.

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.

Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD.**

Dashwood House, New Broad Street, London,
Eng. Works; Barwick, Herts.

Sole Agents for the Dominion

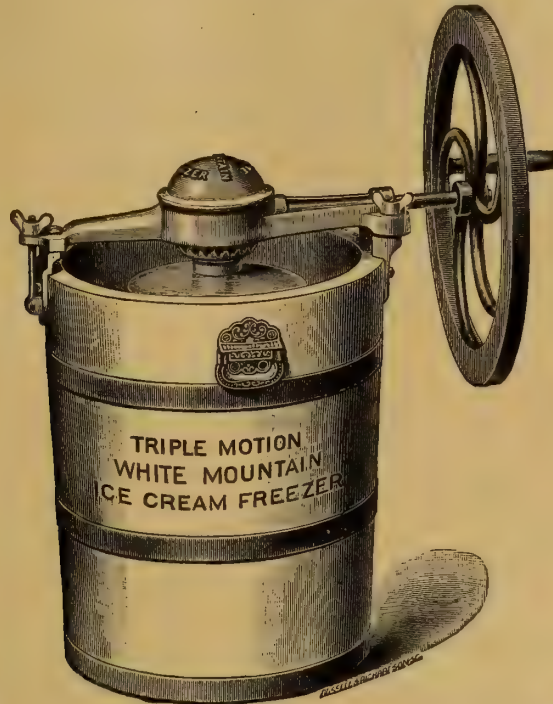
LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

H. S. HOWLAND, SONS & CO.

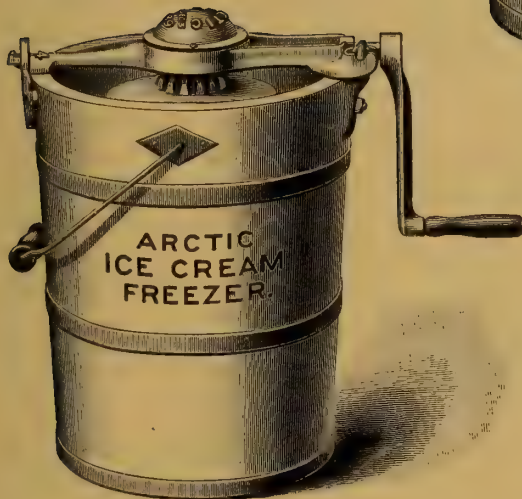
WHOLESALE
HARDWARE

37 Front St. West,

Toronto

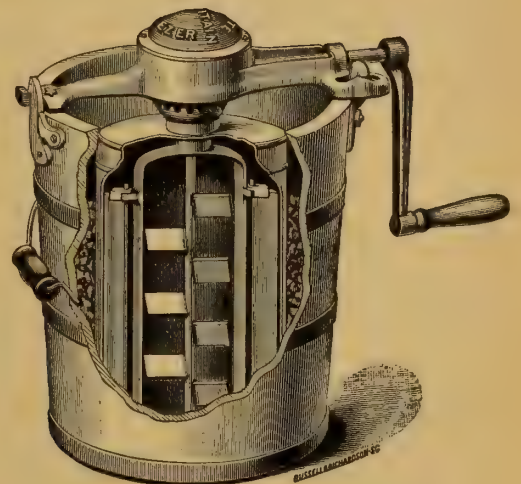


WITH FLY-WHEEL
SIZES 15, 20, AND 25 QUARTS



.. ARCTIC ..

SIZES 1, 2, 3, 4, 6, 8, 10 QUARTS



WHITE MOUNTAIN

TRIPLE ACTION. BEST IN THE WORLD
SIZES 1, 2, 3, 4, 6, 8, 10, 12, 15, 20, 25 QUARTS

The above Freezers are the Best in the World

OUR PRICES ARE RIGHT

-

ORDER AT ONCE

SHOW WINDOW DRESSING.

YOUR store windows, like eye-glasses, should be made to properly fit you. Through one you see the world; through the other the world sees you.

This article has but one object: to teach you briefly some valuable points in the art of effective window display. The dressing of store windows is, strictly speaking, an art, and its successful accomplishment has laid the foundation of some of the largest fortunes in retail trade.

The first step to a successful grasp of the subject is to realize what a window is. Look for one moment at the windows of any private house in a residential street in the city. What are they? They are signboards which tell you what sort of people live inside. One person in one hundred may cross the threshold and see the inmates of that house; but the remaining ninety-nine must look at the windows, and imagine from their appearance what style of persons are living behind them.

Your windows may do you great harm. You may be a person of fine instincts, of exquisite discernment, of wonderful patience, of sound judgment; but your neighbors know nothing of this. They can only judge by what they see. And what do they see as they walk by your house every day? They look at your windows and judge you accordingly.

Thus windows are tell-tales. They proclaim you to the world. They are a perpetual announcement of the taste of the unseen dwellers behind them. Perhaps 800 persons will pass your house to-day. Fifty of them know you personally; but 750 look at your windows and take their cue from them. Now leave the house and come to your store windows. You remember that Cæsar bade his soldiers at the battle of Pharsalia aim at the eyes of Pompey's men. They did so, and won a decisive victory. The man whose store windows aim at the eyes of passers-by will win a great financial victory. All that is true of the windows of a private house is doubly true of a store window. Your store window really introduces you to your customers. Is it the sort of introduction you would have? Does it vouch for the dignity and character of your establishment? You are careful how you address a new customer; but your store window addresses him as forcibly as your words.

And it addresses him oftener. It addresses him earlier, before your personality has had a chance to help you. Your window has the first chance at him, and first impressions are lasting!

Who is responsible for the appearance of your store windows? Are you getting from them all the help you can? Are they doing you any good? Are you certain that they are not quietly doing you harm?

These are potent questions. You can af-

ford to give time to their consideration. They have had our most careful thought for years. Let them have your whole attention for an hour.

You are grasping a big thought, and every live thought on any live subject knocks the wind out of somebody or other. We want to make you dissatisfied with the slow growth of your business as it now stands. Do you remember the greatest compliment (so it is claimed) ever paid by a king to one of his subjects? It was what Louis XIV., the grand monarch of France, said to his priest Masillon: "Father, I have heard many great preachers, and I have been satisfied with them; but as for you, whenever I hear you it makes me dissatisfied with myself."

The first plunge into the subject is almost a cold shiver. It looks at first sight as if there might be something undignified in some classes of merchants bothering with dressing their windows. Do you recall the story of the hen who looked at the china egg in her nest, in a distrustful way, and ejaculated: "Great Scott! if this sort of thing goes on, I'll be a bricklayer next?" How many merchants, especially druggists, look distrustfully at the idea of a good window display, and feel that, if that undignified sort of thing goes on, they might as well become sandwich-men without further delay?

Don't be unreasonable. You have a beautiful and perfectly unnecessary notion that you will sink your dignity in your efforts at window display. Let us stare that idea right out of countenance here. Never need dignity be sacrificed. On the contrary, unless your window display be made with a scrupulous regard for dignity (as expressed by good taste), you will derive little benefit from it. Dignity always! Dignity, or nothing.

But not over-dignity. That is simply ridiculous. You remember "the over-dignified dentist." He hated the very name of "dentist," and so he left it off his business card altogether and inserted instead, "Drawing, Music and Dancing: No pains spared."

Granting the dignity of it, then, why should a merchant take any time for a window display? Simply because he is in business to make money. No descendant of Shem, Ham or Japhet can do any less and stay in business. If men kept stores for their health, or for enjoyment, or for social prestige, it would be well enough to ignore window display, although the most important contributor to the dignity of the drug store would thereby be ignored.

But men are in business to make money, and they must do considerable help-yourself fighting. When the little girl was asked who made her, she held up her apron, saying: "God made me that length, and I grew the rest myself." Now, the fact that you keep a store on a prominent street will bring you in a certain amount of custom—perhaps a liv-

ing. But your location and business make you that length without your help. If you want anything more than a living, you must grow the rest yourself. In all business, as a rule, men can afford to employ any honest method to make money.

Window display is a dignified and honest method. This is not a question of opinion; it is a question of fact. The records stand open for all to read. Figures cannot lie. Thousands of merchants have tried window display. Every one who tried it right has been benefited by it.

The subject is timely. "Favors lose their value by delay." The movement of ideas over this country comes in great waves. If you start in ahead of the bulk or volume of the great movement you are thrown forward strongly by it, exactly as you would be thrown ahead by a wave if you got in front of the bulk of water. So of a clear idea like window display in any business. Where there was one merchant who did it in '93, there were twenty who started it in '94. Nearly 400 more joined the procession in '95; there will be 4,000 who will be doing it next year. Don't delay. Make the partnership that Charles V made when he cried: "Myself and the lucky moment." Remember the old law maxim that rights are forfeited by disuse. Claim your right immediately.

Speaking about delays reminds us of the story of the minister who was called to another parish, but who had not been able to make up his mind whether to go or not. The deacon of the parish met the minister's little boy playing in the road, and asked him if his father had decided. "Yes," said the boy, "father's going to leave you." "Indeed," said the deacon, "I didn't know that he had made up his mind yet." "Well," said the boy, "you see, it's like this. Father he's in his room all the time, a-praying for light; but mother—she's packing the trunks!"

You don't want to sit any longer, praying for business, while the trunks are waiting to be packed.

We say again: It is results that tell the story! Do you remember how Sir Walter Raleigh once made a wager with Queen Elizabeth that he could weigh the smoke from his pipe? He won by weighing the tobacco before smoking and the ashes afterward.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Do You Know ?

We guarantee all our

THAT a Prepared Paint made for outside work, to give satisfaction, should be a Pure Linseed Oil Paint. Many of the so-called Pure now on the market contain water introduced with oil (by the aid of chemicals) and cannot possibly give the appearance or permanency of straight goods.

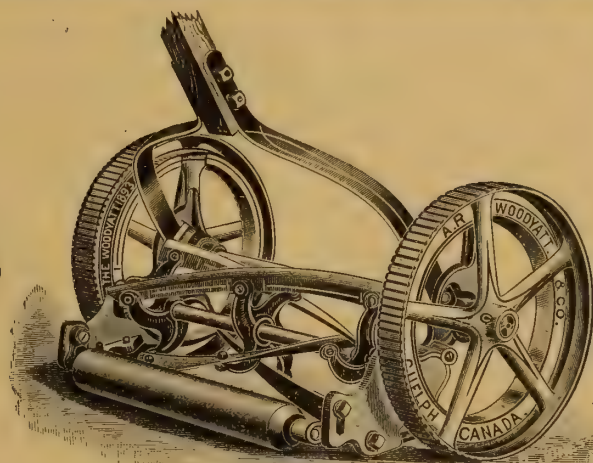
PURE... PREPARED PAINTS

To be Pure Linseed Oil Paints, and equal to the Best in the World.

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, **TORONTO.**

Lawn Mowers

4-Blade, High Wheel.



Rubber Hose and Hose Reels
Garden Shears and Tree Pruners

Spray Pumps and Garden Syringes
And general line of Garden Tools

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

The Cavalier

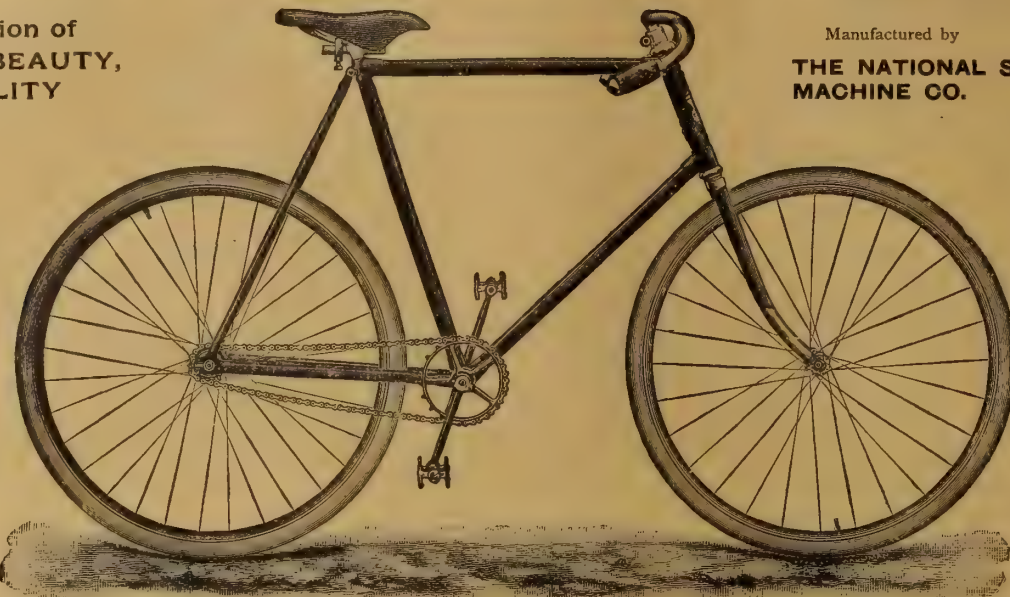
List \$100.00
Every Wheel Guaranteed

Is a Combination of
SPEED, BEAUTY,
DURABILITY

Manufactured by

THE NATIONAL SEWING
MACHINE CO. BELVIDERE, ILL.

Drop Forged
Connections



Reinforced
Joints. . .

CAVERHILL, LEARMONT & CO., Montreal

SOLE CANADIAN AGENTS

You can weigh the value of your window display by weighing your money-drawer before and after.

A good window display will stimulate your general business as a tonic stimulates appetite. It will bring new customers into your store. You can better afford it than half the expenses you incur. It will easily show a 40 to 50 per cent. increase in your total sales, provided you do it rightly.

For in window display, as in every other art, there are things to be avoided and things to be carefully provided. There are many ways of missing the goal; there is only one traveled way to attain it.—From "How to Dress Show Windows."

A DECLINING INDUSTRY.

RECENT returns regarding the Welsh tin plate trade exhibit a steadily diminishing volume of business in this important branch of British industry. The greatly reduced requirements of this continent owing to the manufacture of domestic tinplate in the United States is the chief reason for the decrease.

The contraction in the exports to the United States during March was marked, there being a decrease of 34 per cent. for the quarter ending that month, or about £371,631 worth of material.

The total exports of British tin plate dur-

ing March were 21,258 tons, valued at £244,611, against 30,801 tons, valued at £360,128 in March, 1895. This all goes to show what has been pointed out by **HARDWARE AND METAL** before: that the tin plate industry has taken firm root across the line, and that while there is a duty of 5s. 2d. a box against British goods, there is but slight chance of their getting the American trade back again.

It is worthy of note also that while the Welsh makers possess some advantage in cheaper labor, leading authorities among them frankly admit that this is compensated for by the more modern plants and labor-saving appliances that American ingenuity has devised.

An English exchange also blames the Welsh tin plate manufacturers for doing much to encourage the establishment of the manufacture of tin plate in America. It says:

Previous to the McKinley tariff coming into force, the Welsh manufacturer enjoyed good times and got every farthing possible for his goods, and it is a well-known fact that many made a very good thing during the boom. When the bottom dropped out of the trade several of the knowing ones retired on what they had made. Those remaining in the trade kept prices up as long as they could, and only made concessions when absolutely compelled, until the American manufacturer had to be reckoned with. In addition to this, when the American tin plate industry was in its infancy, makers here did not hesitate to supply the American firms with black plate

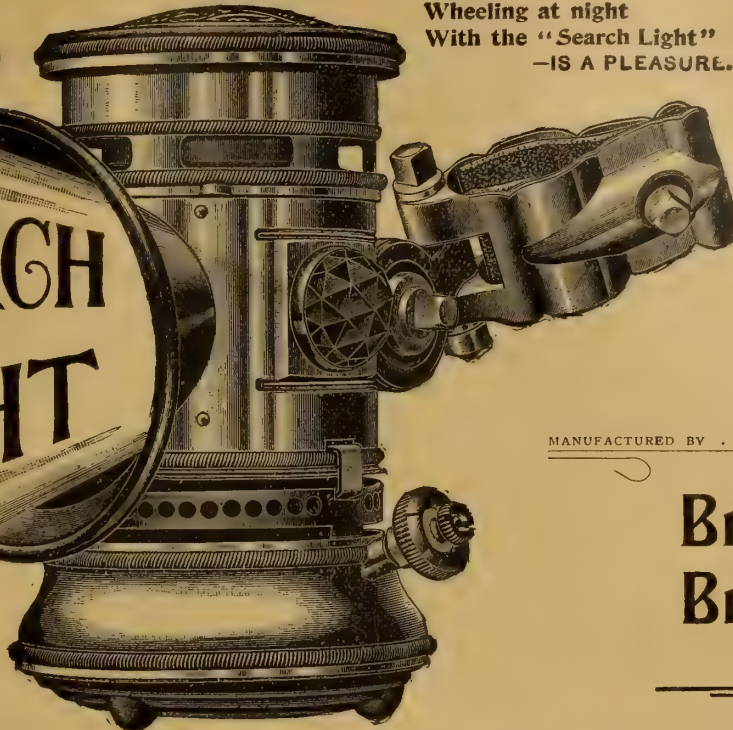
until they got their mills in order and were ready to roll their own; and we now find, according to the latest advices from the United States, that there are 35 black plate plants in operation, or ready to operate, with 156 black plate mills completed. Most of these plants have the equipment to coat some or all of their black plate; two of them have additional black plate mills, to the number of 13, in process of erection, while there are two black plate plants, with six mills, in process of construction. This makes a total of 37 black plate plants, with 175 mills, built or building. Of the black plate mills ready to operate, between 75 and 80 per cent. are turning out their full quota of black plate. There are about 34 coating plants, and between 50 and 75 per cent. of them are in steady operation. Our exports of black plate for last month also show a falling off as compared with the previous month, and tend to show that the Americans, having got their mills in order, are now becoming independent of our supplies of black plate. The consumption of tin plates in the United States has remained apparently stationary for nearly four years at about 6,500,000 boxes. We may reasonably expect in the next two years a period of activity that will greatly increase the demand. It is only the experience of the past 25 years on this article. Whether the Welsh tin plate industry will benefit to any extent from this probable increase in consumption remains to be seen, but it is extremely doubtful. The Americans are able to cope with their present requirements, and we may take it for granted that any development in the demand or considerable advance in prices would cause more mills to be put into operation.

The only Strictly First-Class Bicycle Lantern in the World

The 1896

Wheeling at night
With the "Search Light"
—IS A PLEASURE.

SEARCH
LIGHT



MANUFACTURED BY . . .

Bridgeport
Brass Co.

Caverhill, Learmont & Co.

Sole Canadian Agents

MONTREAL

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

The Grip Ice Tongs

PATENT APPLIED FOR

Entirely of
Steel . . .
Operated
with one
hand . . .
Light,
Strong,
Cheap . .



No. 1.—Opens 11 in.; List, \$6.00 doz.
No. 2.—Opens 16 in.; List, \$7.00 doz.

COOKE HARDWARE CO.

Liberal Discount. . .

Hamilton, Ont.

WHY SOME MEN ARE SUCCESSFUL.

THIS fact in human experience has been variously accounted for, the subject being a wide one, writes W. P. M. in New York Journal of Commerce. Thus gifts or accomplishments which lead to success in one direction may act as hindrances in another. To be successful in some lines it will be to one's advantage to be a born fighter. That is to say, he must be aggressive, always on the alert to stand up for his interest rather than to literally love his neighbor as himself. The question under review is not considered on its merits from a moral standpoint, but strictly in its practical bearings. Many successful men who have amassed wealth have done so because every other

consideration was made to yield to the one of making money. It may be that they have become more grasping and unscrupulous in proportion as they felt the sense of power which large possessions are apt to give. It is conceded that A. T. Stewart, John Jacob Astor, Cornelius Vanderbilt, of a past generation, and Jay Gould, of the present, developed a genius for money-getting, from better or meaner motives. We know of some men whose fortunes have been amassed by money-lending on real estate, which property became theirs through foreclosure because the borrower could neither pay principal nor interest; others we know who disclaimed this right, although legally warranted to put it in execution. This, however, does not bear directly on our main question.

Some men are excellent salesmen, either because they have a glib tongue to throw a glamor over the desirability of their wares, or because of personal magnetism in making the customer like to deal with such a

man in spite of himself. A degree of this faculty often makes up for deficiencies, intellectual or otherwise, on the part of a salesman. Many are successful because their goods are desirable, as low in price as those of competitors and popular in those times. Some men have a trick of holding certain customers against all competitors from the feeling of obligation, either by occasionally getting them bargains, or in some other way creating the impression that it is the buyer's interest to keep in with this seller. Many a salesman loses his trade by changing to an inferior house on the temptation of larger salary; as if the traveler necessarily owned his connection and could take it with him to the new house represented. Some men are popular because they have imparted useful ideas to their customers, thereby helping them to an extent to make sales. Habitual cheerfulness and a habit of telling one good anecdote each time they meet have had a wonderful influence in drawing an order out of a buyer after his protestations of being unable to grant a single line. Croakers or those who habitually look on the gloomy side of things are liable to give up in despair because nowhere made welcome. No merchant likes to be told too often about hard times or commercial stagnation. Some men succeed because they are known to adhere to the truth always; they never represent a thing as different from what it is; at the same time they secure confidence by anticipating the wants of the buyer, making it appear that this is the prime object.

Some men become failures because they treat a buyer as if he did not know anything, or, as if he had no rights of choice. A customer may be lost by allowing him to find out that the merchant does not know enough about his business. While some buyers are wide-awake enough to make their own selection every time, more are willing to be set right if the seller is able to present an alternative. In the latter case the buyer is helped toward the selection, although ostensibly it was conceded he had used the right of choice. Knowledge of human nature is a most important factor in the art of selling goods. Respectful attention and promptitude will often make up for the lack of other faculties, in any calling. To be always on time at one's post is a good reputation for anyone serving the public. The boy never late at school bids fair to win favor by promptness in after life. Some young merchants have scored a success by sending an immediate reply to an order they were unable to fill, suggesting where it might be filled. This kind of alertness (especially in wholesale) is sure to be appreciated, implying a sense of obligation. Owning a useful patent has created many a fortune.

Certain houses get a large share of business by making reasonable concessions in cases of emergency or distress. The man

who acts a dishonest part is soon found out; the strain to reputation may outlive him. A clean record is the best recommendation to a renewal of credit after it once has been lost. Heavy expenses cause many a merchant to lose credit and the confidence of friends. It may have come from extravagant habits of living, or from an over-ambitious spirit, as if to astonish the world by this semblance of success. Some men can work well in a subordinate position, but could never succeed as the responsible head. Over-sensitive natures often break down, and such persons die before their time because unequal to the strain of responsibility, involving much care and worry. Stolid indifference has sometimes been utilized to good purpose, since it often passes for stability of character, inspiring a degree of confidence on the part of creditor and customer. Verily "the race is not to the swift nor the battle to the strong." That man may count himself fortunate in any sphere of life who has found his proper niche. Many a good man now finds it, but becomes a waif as it were on the billows of so-called fate. In not a few instances this is the result of parental preference misplaced. Many a boy has been obliged to learn a profession who would have shone as a business man, and vice versa. A more prudent course would have been to test the boyish preference for trade or profession; also to watch the bent of aptitude. The origin of most commercial failures may be set down either as insufficient capital or the giving of too much credit. While in places remote from business centres it may be easy to net a handsome profit, the crying evil of our time is that so many fall into the temptation to sell without adequate profit. This touches on another topic—one of supreme importance—viz., commercial demoralization and its causes.



"No. I didn't advertise in the Special Edition of HARDWARE AND METAL."



"Well, I did."

WIRE ROPES



Crucible Cast Steel Ropes for Hoisting, Inclines, Mining, etc.

Siemens-Martin for Transmission of Power, Elevators and Hoists, etc.

Galvanized Ropes for Derrick Stays, Ship's Rigging, etc.

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS

DROP FORGINGS

RIVET IRON

SET SCREWS

STAY BOLT IRON

CARRIAGE IRON

AXE IRON

AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph

Don't Hesitate about ordering a line of our stoves for summer use.

THE

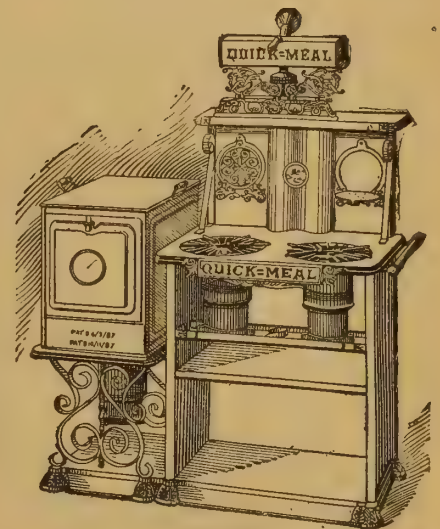
Quick Meal

Gasoline Stoves never fail to satisfy. They are **Economical, Handsome and Efficient**—having an unequalled reputation and always proving **Quick Sellers**. We are sole agents for Canada.



Oxford

GAS
RANGES



No. 962.

Are what everybody wants. They furnish an immense heat from a very small supply of gas, because the **Valves** and **Burners** have been specially perfected so that there is never any waste.

Get our catalogues for full details about the different sizes and styles in both lines.

THE

GURNEY FOUNDRY CO. LTD., TORONTO

The Gurney-Massey Co. Ltd., Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 8, 1896.

HARDWARE.

THE week's movement has not shown any extensive business, almost every line being confined as nearly to actual necessities as possible. In wire some enquiry has been noted for barbed, but plain is quiet. Cut nails advance this week, and the fact has led to more enquiry for shipment before Saturday to take advantage of the lower prices. Wire nails continue much the same. Harvesting, gardening and draining tools have been enquired for. The decline in iron bolts and rivets has had little influence on the demand at this market. Screws seem to be wanted more. All other lines are without striking feature.

PLAIN WIRE—Business in wire continues quiet, with a moderate volume of trade. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—There has been a fair demand. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—The basis on these will be advanced at the close of the present week, as per agreement. Naturally this has led to freer buying in order to take advantage of the cheaper rates. We quote: \$2.60 f.o.b. Montreal; freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The new price, which went into effect on the 1st, now rules. Since then the volume of new orders have not been so numerous. Still a fair volume of business is passing. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—No improvement noted, business continuing quiet. Discounts, 50 per cent. off the list.

HORSESHOES—Trade is much the same as it was last week, with nothing striking. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75, as to grade.

SCREWS—Business in these is not appreciably changed, a few outside orders being noted. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—There is little activity to note in tacks.

BRASS AND COPPER WIRE—A fair demand continues at the old discount of 12½ per cent.

CARRIAGE BOLTS—There is no change, discounts ranging from 60 to 60 and 10 f.o.b., with a fair enquiry.

RIVETS—The demand here has not been much improved by the reduction. The local movement for Quebec province and Eastern Ontario is moderate. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Continue quiet and steady. Discount, 50 per cent.

ROPE—Demand for cordage is of moderate character. We quote: Sisal, at 7c. for 7-16 and upwards and manilla at 9¼c.

BELTING—No new feature transpires. Discounts are 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

BINDER TWINE—Some demand is noted for binder twine, prices ranging from 6¼ to 8¼c., as to brand and quality.

BUILDING SUPPLIES—There is little activity in these goods except a few moderate orders from outside points.

CUTLERY—Rather more demand is noted for cutlery, both table and pocket, this week, but the volume is small.

SPORTING GOODS—Certain lines of sporting goods are being asked for, but the actual business transacted is small.

CHAIN—Coil chain is rather firmer in tone, but there is no quotable change here. Cow ties continue as before.

PLUMBERS' SUPPLIES—A moderate movement in these goods is noted.

GREEN WIRE CLOTH—There is a well maintained demand for green wire cloth at \$1.50 to \$1.60 per 100 feet.

ICE CREAM FREEZERS—Range from \$1.40 up to \$7, with a fair demand.

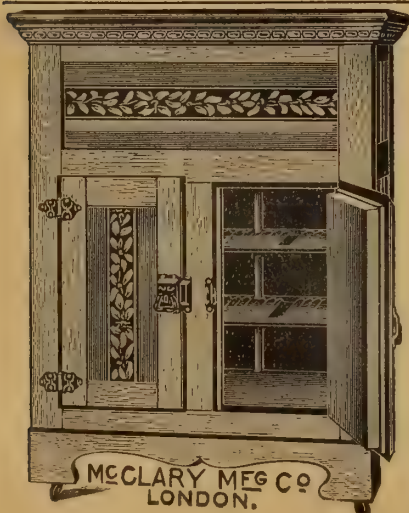
CLOTHES WRINGERS—Movement moderate, with stocks in jobbers' hands rather restricted. We quote \$26.50 to \$27.

CHURNS—Continue as before, with a fair enquiry.

TOOLS—Both draining, harvesting and gardening tools have moved steadily during the past week.

AXES—Fair quantities of these are selling. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—Stocks of moderate proportions and demand well maintained. We quote: Plain, 45 to 50c.; tarred lining, 55 to 60c., and tarred roofing, \$1.60.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

**Special Steel Tables for Tile
and Cement Fireproof Flooring**

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue) **MONTREAL**

Benjamin Franklin ..

Is credited with this statement :
"For the want of a nail a shoe
was lost ; for the want of a shoe
the horse was lost ; for the want
of the horse the rider was lost,
being overtaken and slain by an
enemy"; all for want of care
about a horseshoe nail. You
cannot be too particular about
the horse nails you buy or use ;
get the best ; they have the "C"
brand and our name on each box.
They cost no more than others.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**

Theile & Quack's WIRE FENCING PLIERS

ARE THE BEST



Lamplough & McNaughton

MONTREAL

WARE—Tin, plain iron and enamelled
ware have been moving well in jobbing lots.

CEMENT—There is a fair trade for cement
in small lots. Prices are now quoted, ex
wharf, as follows : English, \$1.90 to \$2, and
Belgian, \$1.80 to \$1.90.

FIREBRICKS—Move well at firm prices, \$17
to \$22 per 1,000, as to brand.

METALS.

The heavy iron and metal market con-
tinues quiet on the whole, and though the
arrival of the first steamers has naturally led
to movement, it represents orders placed
previously, the actual demand being ex-
tremely quiet. Lower offers to arrive, no
doubt, have a good deal to do with the in-
different disposition manifested by buyers,
this being especially so in the case of pig
iron, tin, Canada plate and galvanized sheets,
which all rule easy in tone.

PIG IRON—There have been sales of Sum-
merlee pig iron at \$18.50, ex-wharf, and of
course, the fact has checked the demand
from stock, while other Scotch brands have
sold down to \$18. In domestic Nova Scotia
offers have been made of \$16.50, which did
not lead to much business. We quote: Sum-
merlee and equal brands, \$19 to \$19.50, and
domestic, \$16.50 to \$17.

BAR IRON—As we noted last week, the
firmer tone exhibited by makers has not
moved buyers to any particular extent.
They still continue more or less indifferent,
and as we noted last week, many jobbers
who are still well supplied, if they see the
chance of a sale, do not let it slip by for the
sake of concession. We quote \$1.55 f.o.b.
Montreal.

HOOPS AND BANDS—The jobbing move-
ment continues small. Import orders could
no doubt be placed more advantageously
this week than last. We quote \$2.25.

SHEET STEEL—Business is of a moderate
character and prices are steady on the basis
of \$2.75 for 8 to 16 gauge.

SHEET IRON—Remarks on hoop iron
made last week may be repeated, as the
position is precisely the same. Values range
from \$2.25 to \$2.50 as to gauge.

TINNED IRON—A few small lots are mov-
ing from jobbers' hands. The basis is the
same, \$5.75 up to 20 gauge.

LEAD PIPE—There have been some en-
quiries for this. We quote 7 to 7½c., with
30 per cent. off.

PIG LEAD—Lead is quiet and rather softer
in tone at \$3.20 to \$3.25.

GALVANIZED IRON—The easy feeling
noted last week is still to be remarked, but
there is no quotable change. Business has
been rather better since last report. We
quote \$4.15 to \$4.20 for good reliable
brands.

INGOT TIN—A fair volume of business
has been noted in tin, and prices are steady
at 16½c.

INGOT COPPER—There have been some
fair-sized lots of copper taken, but the gene-

Dross

Tel.
1728

**BOUGHT OR
REFINED.**

Stereotype or Tin

MY SPECIALTY.

**W. G. HARRIS, 25 to 31 William street
TORONTO**

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

ral demand is dull. We quote prices steady at 11 to 11½c.

SHEET COPPER—Quiet and steady at 15½ to 25c.

IRON PIPE—There is little change in these, the demand being rather better, however, since prices have become more settled. Discounts range from 65 to 70 and 10 off.

CANADA PLATES—The demand for Canada plates has continued extremely quiet, the fact that supplies ex wharf are offering for less money checking the actual movement ex store. We quote \$2.10 to \$2.15.

TIN PLATES—Remarks regarding Canada plates apply equally well to coke tin plate, which rules dull and easy in its tendency. We quote: Coke, \$2.55 to \$2.60, and charcoal, \$3 to \$3.25.

TERNE PLATES—There is a fair jobbing enquiry for terne plates at a range of \$5.75 to \$6.25.

SOLDER—Prices are steady and business is without particular change. We quote 11½ to 13c.

SHEET ZINC—Meets a fair enquiry, while prices are steady at 4½ to 5c.

SPELTER—The movement of spelter has been rather better this week. Prices are unchanged at \$4.50.

ANTIMONY—There is no change in antimony, which we quote at 10c.

GLASS.

There has been more enquiry for window glass during the week. Prices are steady. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The makers of these goods report having fairly entered on their spring trade, and that business is fair. The market, which has been bare of stock in some lines, now begins to be in better supply and heavy shipments of goods east and west are being made. Prices are steady without any special features.

WHITE LEAD—In active demand. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Firm and unchanged. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, 3¾c. in casks and kegs, 4c.

LIQUID PAINTS—Are now in season, and the demand is very active, while prices are steady.

LITHARGE—Is firm and unchanged.

PARIS GREEN—Quiet and without alteration: Casks, 13c.; drums, 13¼c., packets, 14½c.

LINSEED OIL—Demand active, and prices tending higher, though quotations may be repeated. We quote: One to four barrels, 53c. raw, and boiled 56c.; five to ten barrels, 52c. raw, and boiled 55c.

TURPENTINE—Without alteration to last

week's quotations. We quote: 43c., less 3 per cent. 30 days.

RESINS—The demand is picking up, but prices unchanged. We quote: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4 to 5c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

All heavy chemicals show more activity, consequent upon the arrival of the first importations. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There is little change in petroleum, which rules quiet. We quote: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Beef hides are quiet and unchanged at 2 to 4c., but lambskins are advanced 5 to 15c.

ASHES.

The ashes market has been easier under increased receipts, and prices were 25c. lower at \$3.50 for first pots and \$3.25 for seconds, while pearls are offering at \$4.75.

MONTREAL NOTES.

Arrivals of firebricks ex wharf were 37,000.

The arrivals of cement last week were 4,220 casks English and 5,205 Belgian.

ONTARIO MARKETS.

TORONTO, May 8, 1896.

HARDWARE.

TRADE this week does not exhibit any particularly striking features. If anything, the volume of business is not as large as it was a week ago. There is, however, a fairly active trade being done, but it does not exhibit life enough to suit most jobbers. There is still a good deal of fence wire going out, and barb wire is experiencing an increasing demand. Cut nails advance 15c. per keg Monday week, but the demand during the past few days has not been active on account thereof. A slightly improved demand in cut nails is being experienced this week. Actual business in sporting goods has not improved, but enquiries for quotations are beginning to come in. In plumbers' supplies trade is steadily

increasing. About the only change to note is an advance of 10 per cent. in the price of carriage bolts. Payments are gradually getting more satisfactory.

FENCE WIRE—There has been quite a number of shipments of nice quantities this week. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The volume of business has been considerably larger than it was. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

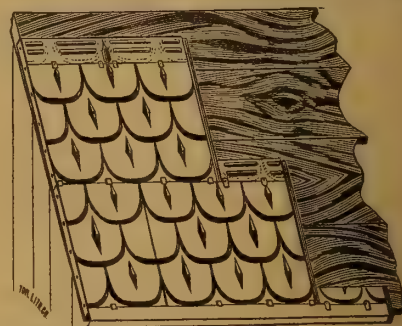
CUT NAILS—In spite of the fact that an advance of 15c. per keg goes into effect on Monday, the demand during the past week has not been large. Most of the wholesalers and the larger retailers appear to have pretty well protected themselves however. Present quotations are: Base price, \$2.60 in small lots and \$2.50 in carload lots, Montreal, Toronto, Hamilton and London; freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business is much the same as a week ago, the quantities moving being fair. The discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Trade in this line shows some improvement, some good orders hav-

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

ing been received during the past few days. Discount, 50 per cent.

HORSESHOES—Trade is exceptionally quiet. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—The increased demand noted last week appears to have been fairly well maintained. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—Trade on country account is still good, and that in the city quiet.

BRASS AND COPPER WIRE—The demand is still fair at the discount of 12½ to 15 per cent.

CARRIAGE BOLTS—Prices have advanced 10 per cent. during the past week, the discount now being 60 per cent. instead of 60 and 10 per cent. as formerly.

RIVETS AND BOLTS—Trade is fair at last week's quotations. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs are unchanged at 50 and 10 per cent.

BINDER TWINE—There is no feature to note. We now quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¼c. per lb.

ROPE—The demand has been somewhat limited during the past week. The little that is going out is principally in the larger sizes of manilla. In deep sea line and cotton rope, the demand if anything has been a little better. We quote as follows: Sisal, 7-16 in. and larger, 6¼c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13¼c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—There is still a fair trade doing. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—A fair all round sorting trade is reported.

SPORTING GOODS—Requests for quotations are coming in freely for rifles, guns, etc., but except fishing tackle and a few small lines, there has not been much business transpiring.

GREEN WIRE CLOTH—Orders are only small, as dealers throughout the country have not yet disposed of the stocks shipped about a month ago. We quote \$1.50 per 100 square feet.

COIL CHAIN—Trade is quiet and featureless. Ruling quotations are: Quarter inch, 4¼c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded a little.

PLUMBERS' SUPPLIES—Trade is steadily increasing on country account, quite a num-

METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

ber of orders having been received during the past week.

ICE CREAM FREEZERS—Are still quiet and featureless. Prices still range from \$1.40 to \$7, according to the capacity of freezers.

CLOTHES WRINGERS—A few small shipments have been received by jobbers from the manufacturers, but the demand appears to still exceed the supply. We quote \$25.50 to \$27 per dozen.

CHURNS—Trade continues fairly good. Discounts are unchanged at 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Trade continues fairly active in garden and harvest tools.

BUILDING PAPER—A reduction is announced in the price, somewhat to the surprise of the trade. We quote: Plain building, 40c. per roll; tarred lining, 50c.; tarred roofing felt, \$1.50 to \$1.60 per 100 lbs.

POULTRY NETTING—Nothing new has developed, shipments still being made. Discounts are unchanged at 65 and 10 to 70 per cent.

TINWARE, ETC.—Trade continues fairly active in both tinware and graniteware.

METALS.

Band and hoop iron has been a little more active during the week. Ingot tin is a little weaker. Sheathing copper is experiencing a brisker demand. Trade in other lines remains much as before.

PIG IRON—There is very little business doing in pig iron, the foundries not yet having exhausted the supplies purchased early in the year. While there have been no transactions to report, there have been some offers made of American iron during the past few days. Hazelton No. 2 has been quoted at \$19.50 Toronto, cash; Woodward No. 2, \$18; Hubbard No. 2, \$19.25; No. 2 Hamilton, \$17.50. The Hazelton iron, it should be stated, cannot be delivered till September.

BAR IRON—Trade is exceptionally quiet in this line, and prices are as before: Carload lots, \$1.55 to \$1.60 f. o. b. factory; small lots from stock, \$1.65 to \$1.70.

HOOP AND BAND IRON—Trade in this line has been more active during the past week. We quote prices firm at \$2.30 to \$2.35, according to quality.

SHEET STEEL—Business in this line has fallen off again, both in the better quality and No. 2. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The volume of business in this line shows a decrease. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Quite a few small orders have been received during the past week. Some case lots have also changed hands. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Trade is very much the same as before, viz., fairly good. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Trade has been quite brisk in this line, some large lots having been disposed of. We quote 3¼ to 3½c.

GALVANIZED IRON—Trade is fair for shipment from stock and import orders are being booked quite freely. We quote: "Queen's Head" and "Gordon Crown" brands at \$4.35.

INGOT TIN—Trade in this line has also been good during the past week, both in Lamb and Flag and Straits. We still quote 16½ to 17c. for small quantities, but these prices have been shaded during the past week for quantities.

INGOT COPPER—Quite a number of good sales have been made during the past week and prices rule firm at 11½ to 12c.

SHEATHING COPPER—The demand has been a good deal better during the past week, especially in roofing and braziers'. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—The improvement in trade noted last week continues in black pipe. In galvanized pipe, except in the case of a few good orders, trade has been slow. We quote as follows: English, $\frac{1}{4}$, $\frac{3}{8}$ to $\frac{1}{2}$ in., 67½ per cent.; $\frac{3}{4}$ to $1\frac{1}{4}$ inch, 70 per cent.; $1\frac{1}{4}$ to $1\frac{1}{2}$ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, $\frac{1}{4}$ -inch, 60 per cent.; $\frac{3}{8}$ and $\frac{1}{2}$ -inch, 65 per cent.; $\frac{3}{4}$, 1, $1\frac{1}{4}$ and $1\frac{1}{2}$ -inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Are going out quite freely, both American and Canadian makes. A feature of the market during the past week is the increased demand for the larger sizes, from 40 to 66 gals. We quote as follows: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Import orders are now being booked regularly for fall delivery. We quote as follows: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Trade has been fairly good in charcoals, and there has been a better movement in cokes. We quote as follows: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade is picking up a little, but it does not amount to very much. Discount, 60 per cent. off the list.

SHEET BRASS—There has been an active trade done in this line during the past week. Discounts, 25 to 33½ per cent., according to size of order.

TERNE PLATES—Quite a number of boxes have changed hands during the past week. The best brands still rule at \$6.

SOLDER—Trade remains good, and prices are being well maintained at 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—Trade is not quite as good as it has been; stocks at the same time are still low. Prices are unchanged at last week's advance, our quotation still being 4¾ to 4½c. for imported, and 4c. for domestic.

SHEET ZINC—Trade is quieter, but prices rule firm at 4¾c. for cask lots, and 5 to 5¼c. for small lots.

ANTIMONY—Cookson's continues in good demand. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

PAINTS AND OILS.

Stocks are still very light and prices firm, the shipments via the St. Lawrence not having come to hand yet. The leading paint and color houses report a fairly busy week, although orders are, as a rule, small. Ready mixed paints have been going out with a rush, and the price of \$1 to \$1.25 for the best grades is well maintained. Following the article which appeared in these columns recently, anent the return of out-of-style liquid paints, one prominent manufacturer recently wrote a customer who is as changeable as the proverbial weather cock: "No credit allowed for returned second-hand paints. They are sent to the 'dump.' Better job them off on your bargain counter and save freight charges.

Paris green is again coming to the front, several sales at good prices having been reported. Business, however, is by no means good yet, although dealers are looking for an improvement before long.

Best Varnishes

TIN PLATE

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Makers' Agents for

Lydbrook, Allaway's

Dominion, and other brands.

Enquiries for IMPORT orders solicited. CUTLERY in Store.

Western Representative,

R. A. BAINES,

28 Front St. East, TORONTO.

A. C. LESLIE & CO.

MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL



The Stearns Bicycle Is known throughout cycling as a light, staunch, stylish, speedy mount. There's a best in everything; the '96 Stearns is a veritable edition de luxe among bicycles. Finished in black or orange. Stearns riders are satisfied riders, and always proud as kings of their mounts. Your address will insure receipt of our handsome new catalogue when issued.

"The Yellow Fellow"

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

ESTABLISHED 1856

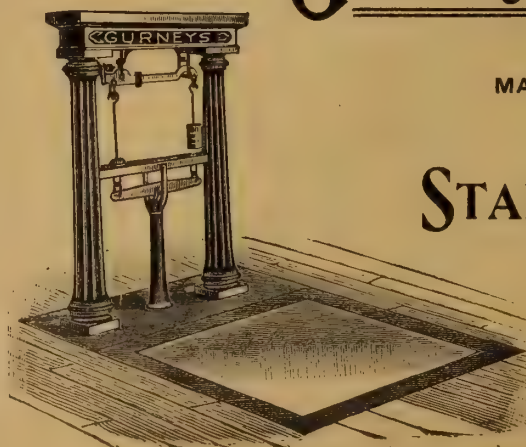
REORGANIZED 1887

The

Gurney Scale Co.

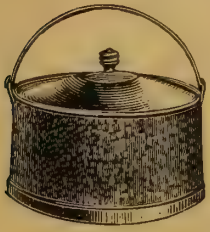
MANUFACTURERS OF

STANDARD SCALES



Hamilton, Ontario

"CRESCENT" STEEL ENAMELLED WARE . .



We are improving the quality all the time, and are now turning out goods equal, if not better, than any imported.

WRITE FOR PRICES

The THOS. DAVIDSON MFG. CO. Ltd., Montreal

There is also some movement in "Bug Killer," which is sold in barrels, ready to apply to the potato vine upon which the ubiquitous Colorado beetle thrives. Whiting and paris white are scarce and higher. Varnishes are steady. Kalsomines are meeting with a ready sale. The demand for turpentine has eased off a little. There is still, however, a fairly good trade doing in linseed oil. The feeling in regard to red lead is a trifle easier on account of the near arrival of new stocks. The demand for castor oil is not as good as it was, although there is still a good deal selling.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to \$4; dry white lead in casks, \$4.50; red lead, \$4.25 in casks, \$4.50 in 100 lb. kegs; No. 1 ditto, 25c. less per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 44½c.; 5 to 9 barrels, 43½c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged

for. Prices in Toronto, Hamilton, London and Guelph are 3c. per gallon less.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

GLASS.

Trade in window glass is gradually improving, but the fact that the early spring shipments are near at hand is causing some cutting in prices, dealers being desirous of reducing their stocks as much as possible before fresh supplies arrive, and as low as \$1.15 for first break is quoted. Taking it all round there is a fair movement in plate glass, and enquiries are coming in every day. Fancy glass is quiet. We quote: Window glass, from stock, \$1.15 to \$1.25 first break in 50-foot boxes, and \$2.20 in 100 foot boxes.

SEEDS.

Trade in timothy and clover seed continues fairly active, but seeding is now pretty well advanced and the requirements of the trade are pretty well supplied. Timothy seed remains unchanged, while clover shows a much easier feeling. There is still a moderate enquiry for alsike, but at low prices. The jobbing prices for re-cleaned stocks out of store here are as follows: Red clover, \$4.65 to \$5.25; Alsike, \$3 to \$4.65; timothy, \$1.90 to \$2.10; Hungarian, 70 to 75c.; millet, 65 to 75c. per bush.

PETROLEUM.

The demand for coal oil is getting lighter, while trade in machine oils is unchanged. We quote in 1 to 10 bbl. lots, imperial gal-

lon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Building paper is 5c. per roll cheaper.

Jobbers are beginning to cut the price of glass.

Cut nails will be 15c. per keg dearer on and after Monday.

Sheet lead is scarce, the market being almost bare in some sizes.

The saw works of the James Robertson Co. are being busily employed just now.

H. S. Howland, Sons & Co. report the receipt of a number of orders for anchors, anvils and vises.

An increased demand has sprung up during the past week or two for the truss-cable fencing wire manufactured by the Ontario Lead and Barb Wire Co., of Toronto.

M. & L. Samuel, Benjamin & Co. are offering some special lines of seasonable goods, such as ice picks, lemon squeezers, ice tongs, etc., at extra low prices, and will be pleased to quote prices on application.

The Hamilton Smelting Works are temporarily closed down for repairs, but will start up in a few days. The company will in future use ore principally from the north shore of Lake Superior.

For row boats, canoes and yachts, the question is frequently asked the hardware-man which is the best varnish? The Canada Paint Co. highly recommend their old-established "Sun" varnish. This has now been sold for many years, giving entire satisfaction for inside and outside work. The

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents, **London, Ont.**

"Sun" is a registered trade mark, and the varnish is only sold in tins.

A shipment of plain and tarred paper is to hand with H. S. Howland, Sons & Co., which will be sold at the new prices.

Carriage bolts have advanced 10 per cent., the discount now being 60 per cent.

H. S. Howland, Sons & Co., the Toronto agents for the Nicholson file, report that their firm will shortly place a new horse rasp on the market.

The James Robertson Co., Ltd., are meeting with good success in their galvanized ironclad range boilers.

H. S. Howland, Sons & Co. are in receipt of many repeat orders from all parts of Canada for "White Mountain" ice cream freezers. See their ad.

The statement made last week that the Safety Barb Wire Co. were unable to fill orders appears to have been an error. HARDWARE AND METAL understands that the firm is in a position to fill orders promptly.

A nice trade is reported by H. S. Howland, Sons & Co. in "New Departure" bicycle bells, toe clips, trowser guards, bike cement and lubricator.

M. & L. Samuel, Benjamin & Co. are in receipt of a shipment of Canton lawn rakes. This is a popular and low-priced rake, having a large sale. It is light and durable, the head being hardwood, with malleable iron socket secured by three rivets.

H. S. Howland, Sons & Co. are in receipt of a shipment of Boker's "Perfection" horse clippers. These goods have been scarce lately.

The Gurney Foundry Co. have just shipped one of their hotel steel-plate ranges, triple oven, to the Lafayette Hotel, Niagara Falls; another, with double oven, to the Globe Hotel, Picton.

H. S. Howland, Sons & Co. have made arrangements by which they are able to offer substantial inducements to buyers of Baeder & Adamson sand-paper. They claim to have a large trade in this line and expect to increase it very much this season. They state they are able to offer a lower price than any other house in Canada.

The Safety Barb Wire Co., of Toronto, have assigned to H. Vigeon. The company commenced business in 1889 and in 1894 was incorporated with a capital stock of \$75,000, of which \$40,000 was subscribed and \$30,000 was paid in. In conversation with one of the members of the firm HARDWARE AND METAL was informed that it was yet undecided what steps would be taken regarding the future of the business.

H. S. Howland, Sons & Co. are determined to hold their customers on "U M C" loaded shells. They offer this line this season at a special discount. "It will not pay the retail trade to import in the face of the discount H. S. Howland, Sons & Co. are giving," remarked a member of the firm.

UNITED STATES MARKETS.

NEW YORK, May 8, 1896.

PIG TIN—The movement of tin into the channels of consumption continues to be fairly large, and purchases by out-of-town dealers are fully up to the late average, absorbing, altogether, enough metal to balance current receipts. Otherwise the market remains quiet. Purely speculative dealings are conspicuously absent and in-

ducements to venture on either "long" or "short" account fail to materialize. Prices move merely with the fluctuations in London, and the latter continue to be very narrow. If anything, the trading basis was a trifle higher, with 13.40c. net cash the inside rate and 13.45 to 13.50c. f.o.b. for round lots more generally quoted for prompt and near future deliveries. Ordinary jobbing parcels were held at 13.55c. upward.

COPPER—Purchases of ingot by home consumers are still on a moderate scale. That is to say, individual transactions are comparatively light, although a goodly amount of copper may be involved in the total dealings from week to week. The export movement keeps up well, however, and so far neutralizes the natural effect of enormous production on this side of the Atlantic that prices keep remarkably steady, in the face of "bearish" efforts on the part of consumers and some dealers who have more or less interest in the London speculative market. That Lake Superior ingot could have been secured at less than 10¾c.

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

Now is the Time to Stock Mower and Reaper Machine Files

We can supply these in any size from 8 to 12 inches; 9 and 10 inch are however the best selling sizes. We are also manufacturing Knife sharpening Steels for butchers, hotels and family use from 10 inch up to 16 inches, either coarse for quick cutting, or fine for small knives, scissors, etc. We also solicit orders for Fine Cut Swiss Pattern Files in flat, square, half-round and round, for bicycle and fine tool manufacturers, jewellers, etc. Every file warranted. Price Lists on application.

The Globe File Mfg. Co.

MONTREAL WAREHOUSE: No. 30 St. Dizier Street.

PORT HOPE, ONT.

CARRIER, LAINE & CO.

145 St. James St., MONTREAL

264½ St. Joseph St.
QUEBEC

LEVIS, QUEBEC

Engineers, Machinists,
Founders,
Boiler Makers,
Bridge Builders

AND

General Contractors

Architectural and

GENERAL IRON AND STEEL WORK

Parties desiring first-class work should communicate with us before placing their orders.

BUSINESS FOR SALE.

AN OPPORTUNITY.—A RETAIL GENERAL Hardware and Paint Business in a fine, growing western factory town. Invoice about \$2,500. Owner is not practical—only reason for selling. This is one chance in a thousand.

(20)

Apply to P.O. Box 634, Montreal.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

The Peoples Building and Loan Association of LONDON, ONT.

Authorized Capital, -	\$5,000,000
Subscribed Capital, -	1,500,000
Accumulated Capital -	135,000

PERMANENT STOCK.

The first issue of **\$100,000.00** of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.



"RELIABLE"

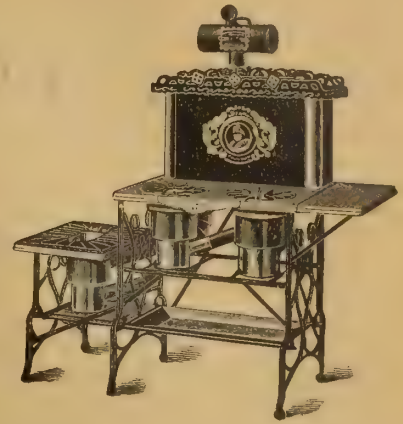
Gasoline Stoves

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.**EVERY
STOVE
GUARANTEED**

The Hamilton Hardware Company

Limited

We carry the stock.
Write for Catalogue and Discount.Sole Agents **Hamilton, Ont.**

seemed an assured fact. Where early deliveries were involved the figures were 10% to 11c. Electrolytic is still held at 10% to 10½c. and the range of 10% to 10½c. is quoted for casting copper, but the market for these varieties is hardly as firm, on its merits, as the Lake copper appears to be.

PIG LEAD—Orders are still small and come in at a slow rate, leaving the market in a dull condition. No severe selling pressure develops, but more lead is being offered for early shipment from the west and purchases were easier to make at 3.05c., although spot prices are kept at 3.07½c. upward. In the London market values have receded slightly and £11 1s. 3d. was quoted for soft Spanish at the close.

SPELTER—The demand for this metal continues very slow in the local market and no encouraging reports come out regarding business in other quarters. In connection with this condition of affairs the interesting fact comes out that sellers' quotations above 4 10c are now the exception, 4.05c. a more general rate and 4c. a price that would probably be accepted for ordinary western brands.

TIN PLATE—Business of fair amount is taking place, but the dealings are mostly of hand-to-mouth nature and reflect less spirit than is manifested in quarters where a tendency exists to talk prices up. American plates can be secured easily at the "official" quotations and the firmness of the latter is not particularly pronounced. Foreign makes, except for export goods packages, have to meet the lowest quotations on domestic and are selling slowly.

IRON AND STEEL—Orders for some brands of foundry pig iron were rather freer, but the call was almost wholly for moderate quantities and without indication of increase

in the requirements of eastern consumers. Prices remain without important change. Old material is in fair demand, and, owing to light stocks here, quite firmly held. Manufactured goods are quiet in this quarter and without radical change as regards prices.

IT BEAT THE EXPRESS.

M. & L. Samuel, Benjamin & Co. make a special effort to please their customers by shipping orders promptly, and that they succeed sometimes in this respect is evidenced by the following, which is a verbatim copy of a post card received by them from a large dealer in Barrie:

GENTLEMEN,—The galvanized iron wired for arrived this morning at 9 o'clock. This is the quickest shipment known, about four hours ahead of the express. Accept my thanks for your promptness.
Yours truly,

NEW CHARCOAL BAR IRON.

It is well known that for high grade work of many kinds requiring especial strength, our iron consumers have had to obtain bars made from Norway or Swedish iron. These were of necessity comparatively costly. It is also well known that a first-class brand of charcoal iron has been turned out in Canada for some time.

A new and welcome development in this connection is now supplied to the trade by Messrs. Abbott & Co., De Lorimier avenue, Montreal.

They are now turning out at their works a special charcoal iron rolled from the best

charcoal billets. It is fully equal to Norway or Swedish, and, naturally, can be purchased at a much lower price.

Abbott & Co. are likely to find their enterprise well recompensed on this account. Readers of **HARDWARE AND METAL** can secure quotations and other particulars on application.

PERSONAL MENTION.

Mr. J. W. Chambers, of London, Ont., was in Toronto on Saturday last.

N. F. Bostford has joined the traveling staff of R. C. Jamieson & Co., Montreal. Mr. Bostford's territory lies west of Toronto.

Mr. J. H. Morin, representing R. C. Jamieson & Co., of Montreal, was in Toronto on Thursday. Mr. Morin reports business much better than it was a year ago, and looks for better times in the country after the elections, whether Grit or Tory be returned to power.

Mr. Robert Bremner, a stout and jovial member of the Canada Paint Co.'s traveling staff, is known amongst his familiars as "Triple-Strength Bremner," not so much, perhaps, on account of his muscularity, but from a happy knack he has of selling large quantities of the "Triple-Strength Colors" recently advertised in this journal by the Canada Paint Co.

Man has been created with two feet, two hands and a set of brains, and if by one or more of these he cannot secure a moderate measure of success in this life, the sooner he gets into another, or is taken in charge by the State, the better.

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.**Montreal**

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of . . .
Hamilton, Ont.

. Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

**Buck Saws
Billet Webs
And all other kinds of Saws**

**SPECIAL ATTENTION
GIVEN TO REPAIR WORK**

THE COPPER SITUATION.

IN their circular of May 1st, D. Houston & Co. report as follows: "Foreign shipments of copper to England and the Continent, however, continue to be the leading feature, and these are of such remarkable magnitude that supplies are prevented from accumulating in a manner that would imperil values. The enormous exports of American copper have been sufficient in themselves to maintain the present level of prices in the absence of free local buying, notwithstanding diminished consumption and lack of active home demand. The fact that some of the leading manufacturing concerns have been running on reduced time emphasizes the dull state of trade. It is probable that the consumption in this country is now down to the low basis of 1891. Slow trade in manufactured goods temporarily lessened the demand for the raw material among the home consumers. But with the usual season of activities at hand, these conditions are liable to give place to more favorable ones. There will undoubtedly be a recovery from the present state of depression directly the two great parties in the country declare in unequivocal terms for sound money. Statistical estimates furnish data indicating that England with its 40,000,000 population actually consumed more copper during the first quarter of this year than

the United States with its population of 70,000,000. English consumption alone for the period named is 6,654 tons greater than during the first quarter last year, while European deliveries the first three months of 1896 were 51,000 tons. The deliveries in England and France alone reached a total of 42,588 tons, against 30,462 tons last year. The check to consumption in this country must be regarded as only temporary. The foreign demand is expected to continue good, and with consumption here at normal a safe equilibrium could be maintained between supply and demand. Exports of copper from the United States for the first four months of this year are equivalent to the entire output of the Anaconda and Calumet & Hecla Companies since January 1, and amount to over 80,000,000 pounds of fine copper. These exports exceed all former records, and Europe has absorbed them in an astonishing manner. The public stocks abroad decreased in the face of these heavy shipments. Verily, this country has proved itself to be the lion's provider, and the natural results will be seen later."

The Canada Northwest Land Co. seems to be doing better this year. The sales of agricultural land in the first three months amounted to 2,800 acres, for \$15,000, which is seven times as much as was sold in the same period of 1895.

A LARGE MACHINERY FIRM.

HARDWARE AND METAL paid a visit last week to the extensive works of Carrier, Laine & Co., Levis, Que.

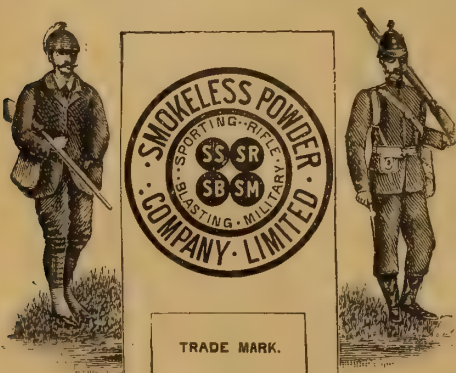
This firm is one of the oldest in Canada, and in the old days of the sailing ships built probably more than half of the big gulf-going tug boats that reaped a harvest of shekels in these the golden days of the towing companies before the ocean steamers had killed the trade.

At present Carrier, Laine & Co. do an extensive trade as engineers, machinists, boiler makers, founders, ship builders, general contractors, bridge builders, etc.

When anything goes wrong with one of the big ocean-going steamers that ply the St. Lawrence, it is generally Carrier, Laine & Co. that have to do the repairing. Naturally, therefore, their experience in heavy machinery work of this kind is a very extensive one. They have a reputation for steam engines, single, compound and triple expansion, and dredge derricks, hoisting engines and wrecking supplies of all kinds.

In addition to the offices at the big works across the river from the Rock City, they have city offices at 264½ St. Joseph street, Quebec, and also at 145 St. James street, Montreal.

Another Special



We have been appointed wholesale agents for Western Canada for the celebrated Smokeless "S.S." Nitro Powder and will be pleased to fill all orders promptly. Full report of trials can be had on application, also copies of the New Smokeless "S.S." Game Register.

THE R. A. MCCREADY CO. LTD.

149 Yonge
Street

TORONTO, ONT.

TRADE CHAT.

THE Grand Trunk and Canadian Pacific are about to experiment with a new device for carrying bicycles in the baggage cars, in order that they may do away with the complaints from wheelmen that their wheels receive injury in transit. The new invention is a rack fastened to the side of the car, in which the wheels are locked.

Grand Falls, N.B., has been incorporated.

The death occurred at Charlottetown, P.E.I., on Sunday, of Alex. McKinnon, of the iron foundry firm of McKinnon & McLean.

Mining machinery is going into the Manitou. Wabigoon is likely to become a busy little town in the near future if present indications hold good.

VanCamp's hardware store, Lindsay, will be removed one door west. With increased room and enlarged stock he intends to push his trade more than ever this season.

Application has been made for the incorporation of the Anglo-Canadian Mining Exchange, with a capital of \$50,000. The incorporators are mainly Torontonians.

Evans & Co., St. Thomas, have purchased the hardware business of Ridsen & Livisey. The stock will be run off and the store discontinued. The retiring firm will engage in the fence business.

The Council of the Toronto Board of Trade met on Wednesday, when the question of the appointment of delegates to the Congress of Chambers of Commerce of the Empire was considered.

A company has been formed in Kingston, Ont., under the name of the Davidson Horseshoe Co., with a capital of \$4,000. It will manufacture certain patterns of horseshoes invented by Mr. D. A. Davidson.

A line of railway will be built to Rossland, B.C., and the Trail Creek gold camps this summer, making through connections from Spokane via the Spokane & Northern. It will bridge the Columbia River at the boundary line.

The store formerly occupied by Geo. Williams, Upper Wyndham street, Guelph, and at present taken by Mr. W. A. Christie, has been leased to Ker & Co. It will probably be fitted up at once as a tinware and stove shop.

W. A. Kromer, of Baltimore, Md., has written to the Mayor of Hamilton, stating that he contemplates the establishment of a branch factory for the manufacture of padlocks in Canada, and wants to know what advantages Hamilton has.

The Regina and Sultan mines at Rat Portage produced \$17,000 in gold during March. These mines operate only ten stamps each, and one only worked two weeks on account of a break in the machinery. Ore in these mines and in the district averages one ounce of gold to a ton of rock, a

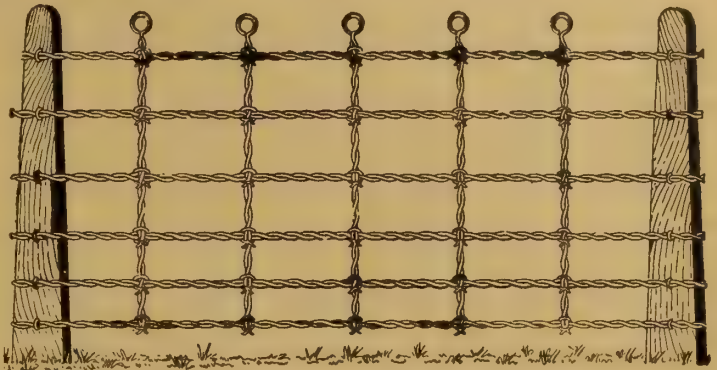
BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers MONTREAL BRANCH, 301 St. Paul Street

The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence of fered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St West Toronto, Ont.



SPECIAL DESIGNS
Prepared and estimates
furnished on application

If interested write for illustrated copy of Prize Cup and Medal Catalogue.

No. 1222—Bicycle Trophy.

The Toronto Silver Plate Co.

Make a specialty of . . .

FACTORIES AND SALESDROOMS:

PRIZE CUPS, TROPHIES ♦
AND MEDALS Suitable for any Athletic Competition.

570 King St. West . . . **TORONTO, CAN.**
E. G. Gooderham, Manager and Sec.-Treas.

much higher average than South Africa, West Australia, British Columbia or Colorado.

The following companies have been granted letters of incorporation by the Ontario Government: Ontario General Construction Company, capital \$50,000, in \$100 shares; Standard Mercantile Agency of Toronto, capital \$80,000, in \$100 shares.

At the family residence, 88 Walton street, Toronto, Mr. Joseph Hodgson, a resident of that city for 60 years, passed away. For years deceased had carried on a tinsmith and hardware store on Yonge street, near Queen. Mr. Hodgson was 84 years of age, and leaves a widow to mourn his loss.

St. John, N.B., merchants want freight rates re-adjusted. At present they have to pay a higher rate to Woodstock than to Edmundston, though Woodstock is only about half way. Goods can be shipped to Edmundston at car rate and back to Grand Falls, local rate, almost as cheap as car rate to Grand Falls.

The Canada Atlantic Railway Co. have imported a novelty in the form of a railway bicycle, which will be used on the line. The bicycle has four wheels, and the rider sits in the centre and propels the pedals. Its weight is 55 pounds, and is geared to 80, and can be run at a speed of twenty miles an hour.

The Londonderry Iron Co. has received a large order from the People's Light and Heat Co., for the supply of all iron work in connection with ovens, holders and towers of the company, and also for a further supply of pipes. It is said the Londonderry Company are highly pleased at receiving so big an order, as orders were being anxiously searched for.—Chronicle, Halifax.

Charlottetown is to have no electric street cars this year. The Local Legislature passed the second reading of a bill to incorporate

a company for that object, but the citizens of Charlottetown strongly objected to a clause therein giving the company power to run cars on Sunday, and the bill was withdrawn. E. F. Clements, of Yarmouth, was the promoter of the bill.

The Messrs. Burchell, of the Cape Breton Colliery, New Campbelton, are making extensive preparations for a brisk season's shipping. The Bras d'Or lakes are now entirely free of ice, and the schooner Grenada arrived at New Campbelton last Tuesday, the first vessel to arrive there this year. More coal has already been sold from this colliery than during any previous year, and with improved facilities for mining and shipping, the output this season will compare favorably with other C.B. mines.—Reporter.

Additional machinery is being constantly set up at the electric works, Moran's wharf, until now the building is nearly filled. Two engines from the Robb works, Amherst, are being set up for the incandescent service, and when this is completely equipped it will have a capacity of 10,000 sixteen-candle-power lights. There still remains one engine to be placed in position. When it is ready a 24-hour incandescent service will be kept up for the business portion of the city. A 3,000-light alternator, from the Canadian General Electric Co., is being fitted up, and four railway generators for the cars. The arc light service will have a capacity of about 350 lights.—Chronicle, Halifax.

At Port Darlington, on the 22nd ult., Mr. Frank A. Hoar, of the firm of Dustan & Hoar, hardware merchants, Bowmanville, was married to Miss Winnifred Osborne. The ceremony was performed by the Rev. C. Parker in the presence of about 60 invited guests. The handsome drawing-room was beautifully decorated with flowers, and at the proper time the bride was dressed in a costume of cream silk. The bridesmaid was Miss Fannie Martyn, while Mr. E. A. Lang-

muir, of Toronto, supported the groom. After the ceremony and congratulations the company repaired to the large dining-room, where an elegant wedding breakfast was served.

A despatch from Quebec says: Prominent men in the Lower Town feel quite elated over the present season's prospects for Quebec, and are confident that it will be the best in many years. Quebec lumber circles have been extremely active, and the sales have been unusually large, in fact, quite as large as most houses cared to handle. Messrs. Dobell, Beckett & Co., Sharples & Co., Burstall & Co., Price Bros., King Bros., and others have made remarkable sales, and many of the smaller houses have done correspondingly well.

The existence of one of the greatest known deposits of iron ore, and the fact that the larger portion of the supposed Labrador peninsula is in reality an island, are among the latest discoveries of A. P. Low, of the Dominion Geological Survey. The Government has kept back the details of his latest explorations until placing them officially before Parliament this week in the summary report in the Geological Survey Department. These explorations were made in June, July, August and September, 1895, in that part of Central Labrador in which the rivers Peribonca, Ontarde, Maniconagan, and the Big River of Hudson Bay take their rise. The journey was a perilous one, and in one of the rapids of the Maniconagan one of Mr. Lowe's canoe men was drowned, and neither the canoe nor the body of the Indian was seen again.

Returns for the Winnipeg Clearing House for the first four months of 1896 are greatly in excess of the first third of 1895. The figures for the first four months of 1895 were \$12,810,918, while this year's total is \$17,348,863, a total gain of \$4,537,914.

Our Wheels

STAND THE TEST OF TIME

THE longer you ride them, the better you like them. We have enough varieties in Ladies', Men's and Children's Bicycles to please everybody, and each wheel we sell is a **reliable** one, backed by our guarantee and certain to give lasting satisfaction.

Get our Catalogue for interesting details about styles and prices.
We want good agents everywhere.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. **Toronto.**

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

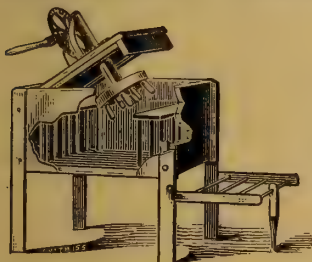
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

ANNEALING WIRE RODS BY ELECTRICITY.

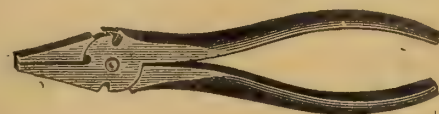
IN the German wire industry, according to an exchange, electricity is now being used to anneal rods. Bending a wire rod while subjected to red heat causes slag scale, and oxidated particles adhering to it to drop at and near the bend. To this observation the invention owes its origin. The heat is to be applied by electric current. The rod is reeled off the coil without previous subjection to the acid bath, and on its way is brought in contact with the electric current, which, owing to the resistance offered by the rod, causes the same to be heated to a degree controlled by the usual means of regulation through voltage. Passing on its way from this point the red hot rod is fed to a set of suitable rollers, by means of which every portion of it is bent, which loosens and removes the scale. The rod is then further passed through wire brushes and other appropriate cleaning apparatus, issuing from these as a pure soft wire rod ready for drawing.

After the current of electricity has given it the red heat the rod may be passed through rollers to reduce its diameter, thus further saving labor and expense. This process can, of course, be repeated whenever through the application of the drawing block the rod has become too brittle.

Thus preparing the rod by means of electricity offers many palpable advantages, especially the elimination of kilns, bath and baker, doing away with drying, beating and shaking the rod coils. One of the troubles of the wire industry—the disposal of objectionable drainage and offal water, as well as the unhealthy fumes of the sulphuric acid—is removed. All danger of over or under heating the rod is avoided by the perfectly uniform application of the heat to all parts alike of the rod. This secures not only thorough cleaning and annealing through the thorough regulation of the strength of current applied, but as in this process the heating is from the core to surface instead of from surface to core, as in the application of external heat, the scale is not burned in, but drops naturally, and the oxidation is insignificant and in the form of an easily removed soft powder. Since it abolishes the acid bath with its known deteriorating effect on the rod, the process is especially valuable for the production of wire for cables.

The contract for the new Tait bridge north of Dutton has been awarded. The following tenders were received: John McGugan, Southwold, \$799; Moses W. Lumley, Iona, \$750; Isaac Crouse, Westminster, \$684. The tender of the latter was accepted. The specifications call for the completion of the structure by the first of June. As the bridge is partly down it was decided to allow Mr. Crouse \$2 per day for every day he has the contract completed before the time called for.

FENCING PLIERS



If you want to have the real and perfect article get it from

WOOD, VALLANCE & CO.
HAMILTON.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East,
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

BUSINESS in the plumbing trade in Toronto has improved materially during the past week, and several of the firms have found it necessary to enlarge their staffs of workmen. The jobs that are being done are largely of a repairing and overhauling character, although work does not yet appear to be as good as it is usually expected to be at this time of the year. At the same time, however, at least some of the master plumbers expect their business will pan out fairly well before the year is out.

Trade in plumbers' supplies also shows increased activity. Range boilers, both domestic and foreign, appear to be relatively receiving the most attention, although there are a good many baths, closets and supplies in general going out.

LONDON MASTER PLUMBERS.

The agitation for a master plumbers' association started in London, Ont., a month or two ago has borne fruit, organization having been effected and officers elected. W. J. Haslett is president; W. Smith, first vice-president, and W. J. Skelly, second vice-president. On May 19, the newly formed association will hold a banquet and entertain the prominent people of the city besides representative plumbers from other places. W. J. Burroughes, president of the Master Plumbers' Association of Toronto, will be among those present.

SELLING TO CONSUMERS TO BE STOPPED.

A joint meeting of manufacturers and jobbers and master plumbers was held in Toronto on Tuesday with a view to devising ways and means of remedying certain trade evils. The master plumbers were particularly desirous of arriving at an agreement whereby the manufacturers and jobbers would in future discontinue supplying persons other than master plumbers. A resolution embodying this principle was proposed by one of the manufacturers present and was adopted unanimously. Since then the manufacturers and jobbers have subscribed to an agreement in which it is declared they will supply none but qualified master plumbers.

On Tuesday afternoon the manufacturers and jobbers held a meeting with a view to arriving at some understanding before they met the master plumbers that evening regarding certain trade grievances. All the manufacturers and jobbers were represented except the Gurney Foundry Co., and Rice Lewis & Son, and these were absent because of the shortness of the notice sent out calling the meeting. While the meeting was in process, someone suggested the advisability of forming an association to be composed

of manufacturers and jobbers dealing in plumbers' supplies. The suggestion was taken up, and then and there temporary officers were elected and a committee appointed to draft constitution and by-laws. The officers elected were: President, A. J. Somerville; vice-president, A. A. Carmichael; secretary, A. J. Booth. Some of the questions which the association will likely grapple with will be terms of credit and a black list of bad-paying customers and customers who do not pay at all.

TENDERS AWARDED.

Worthington, Garratt & Armstrong have secured the contract for heating the building in Yonge street recently vacated by Robert Simpson, the departmental store man. They already had secured the contract for gas fittings.

Purdy, Mansell & Mashinter, of Toronto, have the contract for heating the new hospital at Guelph.

The Keith & Fitzsimons Co., of Toronto, received the contract for the plumbing and heating of the new House of Refuge at Stratford. This firm also secured the contract for the heating and plumbing work for the new Public School at Barrie. The value of this latter contract is \$2,500.

PLUMBING NOTES.

The Ontario Lead and Barb Wire Co. are making a specialty of the Ronald range boiler, and they are just in receipt of their second carload this season.

The plumbing department of the James Robertson Co., Ltd., Toronto, is experiencing a great deal of activity, and during the last few days some good contracts have been secured.

F. X. Thompson & Fils is the style of a new plumbing firm in Montreal. The partners are F. X. Thompson and Adelard Thompson.

G. F. & J. Galt, of Winnipeg, are building a large warehouse, 100 x 45 feet, opposite the Lake of the Woods building, near the C.P.R. freight sheds.

The London City Council have decided to issue debentures for \$37,250 for the erection of new schools. The Board of Education asked for \$48,000, but the Council refused an allowance for a school on Waterloo street south, and reduced the amount wanted for schools in the north end of the city.

A two-storey brick factory is to be erected by the Galena Oil Works Co., of Toronto, on the north side of Royce avenue at a cost of \$5,000.

The C.P.R. general superintendent estimates there are between eight and nine million bushels of wheat in Manitoba and the West.

A NEW BICYCLE LANTERN.

Caverhill, Learmont & Co., St. Peter street, Montreal, have secured a capital agency in the "Search Light" bicycle lantern, which is manufactured by the Bridgeport Brass Co., of Bridgeport, Conn. This lantern has a patented adjustable rigid back with double grip, and can be attached to either head or fork of machine, at any angle. Top is now made in two pieces. Can always be kept perfectly clean. Reflecting surfaces are so protected that they cannot become tarnished or smoked; will always retain their original brilliancy. A combination of detachable lenses makes the most intense and penetrating light. Are so arranged as to prevent the flame from jarring out. Side lights of red and green jewels. Can be lighted from either side. No solder used on any of its parts. Reservoir packed—no spilling of oil. Burns either kerosene or benzine. The other valuable features of the '95 Model still retained. Finished in nickel plate only.

As it can be retailed at \$5 the lantern is certain to sell like hot cakes.

ANTICOSTI.

There has been a great deal in the daily papers lately regarding the extensive scheme of the great chocolate king, Menier, of France, to colonize the Island of Anticosti. Mr. Menier is now on his way out from Paris to superintend the erection of the houses and other buildings on the island. A large number of houses for the settlers are to be put up at once, in fact, they are almost now ready to be sent down to the island, having been prepared by a Quebec firm, who have been working under Mr. Menier's orders for some time. All the work has been done in the very best style. The houses will be substantial and attractive.

All the buildings on the island are to be painted inside and out with the Sherwin-Williams paints, the manufacturers, the Walter H. Cottingham Co., Ltd., Montreal, being now busily engaged at filling the contract for the same.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed.

Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

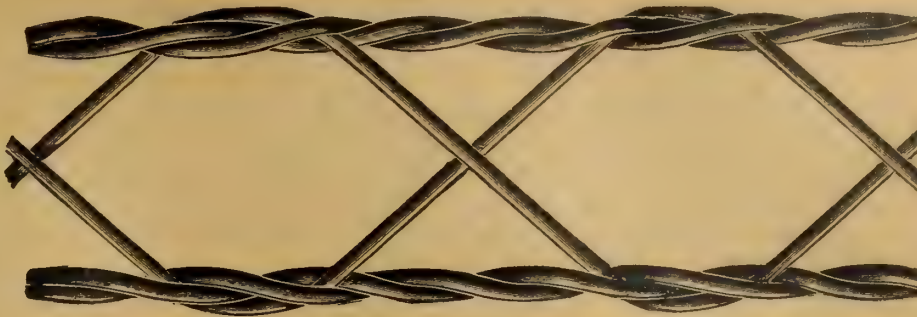
Truss-Cable Fencing

Is Stronger and Costs Less per rod than any other Strand of equal width in the Market.

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.



SIZE OF ONE STRAND

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

AND THE FLOODS CAME.

FLOODS have been doing a good deal of damage in certain portions of the province of Quebec. Here is a list of business men who have suffered, as given by Bradstreet's of Friday:

PORTNEUF—Delisle, M. S., general store, damaged by flood about \$100; Hardy, L., grocer, damaged by flood about \$100.

ST. ANNE DE LA PERADE—Desaulniers & Co., hardware, damaged by flood about \$800; Germain, Nap., grocer, damaged by flood about \$300; Grandbois, I. E., general store and lumber, damaged by flood about \$3,000; Laganniere, T. H., general store and match manufacturer, damaged by flood about \$500; Marcotte, J. R., general store, damaged by flood about \$300; Rompre & Co., planing mill, etc., damaged by flood about \$300; Rousseau, J. A., general store and saw mill, damaged by flood about \$2,500.

ST. FRANCOIS, N. E. (Beauce Co.)—Fortier, A. & Co., general store, damage by flood about \$500; Renault, P. F., general store, etc., damaged by flood about \$600.

ST. GEORGE (Beauce Co.)—Dallaire, Thomas, general store, damaged by flood about \$800; Gagnon, Joseph, general store, damaged by flood about \$2,500; Lemelin, George, general store, damaged by flood about \$2,500; Poulin, Ephrem, general store, damaged by flood about \$1,200.

ST. JOSEPH (Beauce Co.)—Boily, Geo., blacksmith, damaged by flood about \$500; Gagne, Mrs. Theophile, tanner, damaged by flood about \$300; L'Heureux, Alph, saddler, damaged by flood about \$100; Poulin, Geo., carriage maker, damaged by flood about \$1,000.

ST. MARIE (Beauce Co.)—Brochu, R. C., general store, damaged by flood about \$200; Dallaire, Thos., general store, damaged by flood about \$150; Lebin, Israel, general store, damaged by flood about \$50.

VILLAGE DE AULNAIS—Dechene, A. M., lumber, damaged by flood about \$500.

WHERE VIGILANCE WILL PAY.

The merchant who takes the trouble to weigh, count or gauge everything he buys can often undersell the dealer who considers it a waste of time to thus check the shipper's billed figures, remarks Merchants' Review. It is not that many shippers are occasionally subject to sudden attacks of dishonesty, but that mistakes are liable to occur in the most carefully conducted shipping departments, and quite often errors of this character will be found to favor the interests of the jobber or manufacturer. Take nothing for granted when goods are received, and don't forget to examine the quality of

the consignments. Remember that the articles you send out are advertisements of your business.

MANITOBA'S CROP ACREAGE.

Mr. Acton Burrows, formerly Deputy Minister of Agriculture for Manitoba, and now of Toronto, writes to correct a despatch in The Telegram that Manitoba's crop acreage this year will be fully 50 per cent. less than last year. He says, as a result of recent heavy rains in the Prairie Province there may be a considerable reduction in the acreage cropped in the low-lying Red River Valley, but this is only a small proportion of the crop area of the province, and while the wet weather may delay seeding operations a little in the other districts, it will not appreciably affect the acreage owing to the very heavy crop yield. Last year the farmers were too busy with harvesting and threshing operations to do much fall plowing, and Mr. Burrows thinks there will be a slight decrease in the acreage under cereals this season, but nothing like such a falling off as 50 per cent.

The Hanover Board of Trade is moving in the matter of clearing the village street of obstructions and nuisances.

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants



"GORBALS BEST BEST"

GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

For sale only by

THOMAS ROBERTSON & CO.

Montreal

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A meeting of the creditors of the Cycle Wood Rim Manufacturing Co., Toronto, a statement was presented showing liabilities of \$5,600 and assets of \$2,290. Mr. Bishobrick, the proprietor, was given three days to make an offer.

A. C. Lariviere, carriage maker, Montreal, has filed consent of assignment.

Wm. McKee, general merchant, Erin Township, has assigned to E. Totham.

O. Desmarais & Co., St. Francois du Lac, Que., are offering to compromise at 40c. on the dollar.

Francis Allare, general merchant, Stoco, has assigned to T. McCann, Tweed, and a meeting of creditors will be held on Friday.

A dividend of 16½c. has been declared on the estate of the Dart Furniture Co., of Deseronto, and 14½c. in the Campbell Furniture Co., of Toronto. In the Crack furniture estate, of St. Thomas, the creditors have received 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

A. E. and G. A. May have registered a partnership in Montreal to carry on business as hardware merchants under the style of May Bros.

S. J. Osgood, H. S. Osgood and O. A. Osgood have registered a partnership in Cookshire, Que., to carry on business as general merchants under the style of S. J. Osgood & Sons.

A. H. Grant, H. M. Boddy and Alfred S. Hannah have registered a partnership to carry on business in Montreal as manufacturers of floor finish, under the style of Hannah, Grant & Co.

CHANGES.

S. Bonathan is opening up as a tinsmith in Bowmanville.

W. Dalphand has started a tinsmith shop at Joliette, Que.

J. A. H. Plante, is starting a general store at Valleyfield, Que.

James Stovel has opened a tinshop at Edmonton, N.W.T.

Louis Walter, general merchant, St. Agatha, is giving up business.

The Montreal Engine Packing Co. is the name of a new firm in Montreal.

J. W. Bernier, general merchant, Cap St. Ignace, Que., is giving up business.

Thos. Dicker, harness, Dorchester Station, has sold out to Mr. Williamson.

Shaw & Co., general merchants, Hespeler, have sold out to James Hamilton.

John Gray, wagon maker, Embro, is giving up business and leaving that place.

H. S. Moffat, general merchant, Addison, Ontario, has been succeeded by J. I. Quinn.

G. Dunlop, general merchant, Binscarth, Man., has sold out to Brown, Smellie & Co.

Risdon & Livesey, hardware, etc., St. Thomas, have sold out to W. J. Evans and C. Grant.

Charles Farand has ceased doing business as boiler maker under the style of J. B. Vincent.

The Sutton Lumber and Store Co., Ucluelet, B.C., have sold the store business to J. E. Sutton.

SALES MADE AND PENDING.

Joseph Akitt, tinware, etc., is advertising tinware business for sale.

The stock of P. A. Ferguson, general merchant, Mattawa, has been sold.

The general stock of Geo. Smith, Lachine, has been sold out at 65c. on the dollar.

The general stock of G. Haliday & Co., Arnprior, has been sold at 59c. on the dollar.

The assets of S. Hetherington & Co., general merchants, Ayer's Flats, Que., are advertised for sale by tender.

E. Denis, general merchant; stock in Rigaud store sold at 40¼c. on the dollar, and that in Mongenais at 39c. on the dollar.

FIRES.

Robert Maw, manufacturer threshing machines, Howick, Que., has been burned out.

Terence Colins, general merchant, South Bay, N.B., has been burned out; insurance, \$1,000.

McConnell & Harding, general merchants, Country Harbor, N.S., have been burned out; no insurance; offering to compromise at 45c. on the dollar.

DEATHS.

Joseph Walmsley, machinist, Woodstock, Ont., is dead.

A DESIRABLE GASOLINE STOVE.

The Hamilton Hardware Co., Ltd., of Hamilton, Ont., are in an enviable position in the gasoline stove market. They are distributing agents for Canada for the Schneider & Trenkamp Co., of Cleveland, Ohio, and now enjoy that comfortable feeling that they have the best generating stove made in the world. They are receiving congratulations on all sides, and well, too, for the Schneider & Trenkamp have no equal in practical application of gasoline burners, and their reputation is world-renowned. The Hamilton Hardware Co.'s shipments have been large, having already turned over three carloads of Junior stoves alone. Now that the demand for these stoves is increasing so rapidly in Canada, dealers would do well to procure the stove for their town, as the Hamilton Hardware Co. will limit the sales to one firm in a town if desired. Their catalogue is most complete in detail and discounts very liberal. They invite inquiries from all quarters of the Dominion, and are noted for their civil and prompt attention.

How to get rid of a rusty screw: Apply a red-hot iron to the head for a short time, the screwdriver being applied while the screw is hot.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc. MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

The Braender Jet Pump and Water Elevator

Patented May 8th, 1894.

GARTH & CO., AGENTS AND MANUFACTURERS
536 TO 542 CRAIG ST., MONTREAL

GARDEN HOSE Every description of Rubber Goods in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL

All kinds of Pumping and Geared Steel

WIND MILLS

House Pumps (Lift and Force, Brass and Iron). Rotary Pumps. Centrifugal Pumps. Power Pumps. Pump Cylinders, for deep bored wells.

Manufactured by

THE NATIONAL PUMP WORKS

Send for prices.

MONTREAL

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

THE BEST FARM AND GARDEN WHEEL-BARROWS



At Right Price

J. H. Connor

Manufacturer

OTTAWA

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.
Genuine White Lead

327 St. James St.,
MONTREAL

"SAMSON" BRAND

"PORTLAND" CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto



DR. LEAVITT'S

**New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.



THE

McLEOD & HENRY CO.

MANUFACTURERS OF

"FIRE BRICK"

IN ALL ITS BRANCHES—TROY N.Y.

ISLAND CITY

Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

**THE OAKVILLE
BASKET CO.,**

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root**BASKETS**THE OAKVILLE
BASKET CO.**TREATMENT OF SLOW ACCOUNTS.**

In regard to our usual forms in use in our credit departments, writes C. T. Allen in The Lawyer and Credit Man, I would say I have no special form, only my special form of ledger, which is a four-money-column ledger, with the usual space for itemizing next to the date account. These money columns are headed like this :

First, the usual ruling space for date, next item, next money column headed Debit ; next money column headed Credit ; next money column headed Debit Balance ; next money column headed Credit Balance.

When an account becomes old and slow I turn it into a special page for this purpose, which enables me to keep these accounts and parties before the bookkeeper whenever a trial balance is taken off. Then about once a month I take up and pound these slow debtors, and when I find that ineffectual I turn it into the hands of some attorney.

I find the best manner to handle such claims is to give the parties an extra thirty days, and then, so to speak, go for them with both feet when another thirty days has rolled around. Of course, this makes three or four months' time, but when kind words do not prove effectual, then I usually use every means I can to either secure the debt or get my pay.

All such debts I mark upon my ledger, and always afterwards insist that these parties shall send money to us in advance of shipping them any goods. I trust this is about what you want, and in the experience I have had for a good many years, I find it about as effectual as anything. Of course, I always endeavor to treat my customers with the greatest courtesy, but when that is exhausted I use any means that the law or tact will enable me to use to secure my ends.

IRON AND STEEL TIES.

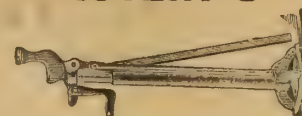
The time when iron and steel ties will be substituted for the wooden ones so long in use on our railroads appears to be rapidly approaching, remarks Iron Age. An indication of this is shown in a contract recently made for ties by a street railroad company in a Northwestern city. It is not far from large lumber districts, yet the white oak ties which were wanted could not be obtained from Northwestern woods, and Southern lumbermen asked 60 per cent. increase over former prices. This was a revelation to the street railroad company and to others. Hitherto, lumber suitable for ties has been so abundant and, therefore, so cheap in this country that iron or steel ties were out of the question. But iron and steel ties have steadily cheapened in price, while lumber has grown dearer, and the pioneers in the steel tie trade may not be very far from the demand which seems destined to make its appearance. The prospects now are certainly much more in favor of metal ties than at any time in the past. When such a demand comes it will form a very important outlet for iron and steel.

1875.

COVERT'S

1896.

Patented

**VICTOR**

This is the leading **WAGON JACK** in America to-day.
No others compare in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.BRAND **"C.I.F."** THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

**"JARDINE"****TAPS AND DIES**

Adjustable dies with separate stock for each die, size of stock suited to the die. Price same as the old kind with only one stock for the set. Anyone wanting a set of adjustable dies will buy these if they know of them. They don't need to be talked up, merely to be seen.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, May 8, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X., "	6 50	
I.X.X., "	7 75	

R. & Co.—

I.C.	5 25	
I.X.	6 50	
I.X.X.	7 70	

Raven & P. D. Grades—

I.C., usual sizes	3 75	4 00
I.X., "	4 75	5 00
I.X.X., "	5 75	6 00
I.X.X.X., "	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X., "	4 50	4 75
D.X.X., "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	0 06	0 06
" 26 "	0 06	0 06
" 28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 30	2 30
Hoop "	2 30	2 30
Swedish "	4 00	4 25
Sleigh Shoe Steel "	2 50	2 50
Tire Steel "	3 00	3 25
Machinery "	2 75	3 00
Cast Steel, per lb	0 10	0 14
Russian Sheet, per lb	0 10½	0 11
Tank Plates, 1-5 and thicker.	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	0 10½
3-inch	0 13½

Steel Boiler Plate.

¼ inch	2 45
½ "	2 35
¾ " and thicker.	2 25

Sheet Iron.

8 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40
Half polished	2 50
All bright	3 00

Iron Pipe.

Wrought, ¼, ¾, 1, 1½, 2, 3, 4, 5, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100 p.c.	
Galvanized, 50 p.c.	
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.	

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—		
16 to 24 gauge, per lb.	0 04½	0 04½
26 gauge, "	0 04½	0 05
28 "	0 05	0 05½
16 to 24 gauge, per lb.	0 04	0 04½
26 gauge, "	0 04½	0 04½
28 "	0 04½	0 04½

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00
" ¼ "	4 75
" 5-16 "	4 00
" ¾ "	3 75
" 1 "	3 35
" 1½ "	3 25
" 2 "	2 95
" 2½ "	2 85
" 3 "	2 75
" 3½ "	2 50
" 4 "	2 70

Trace, per doz. pairs. 3 60
German coil, per 100 ft. 1 65
Jack chain, iron, single, per doz. yards. 0 13
Jack chain, double, per doz. yards. 0 15
Jack chain, brass, single, per doz. yards. 0 20

Copper.

Ingot.

English B. S., ton lots	0 11½	0 12
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
" round and square		
1 to 2 inches.	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
---------------------------------------	------	------

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21
Spun, per lb.	0 25

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge..	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 03½	0 04

Zinc Sheet.

5 cwt. casks	0 04½
Part casks	0 05

Lead.

Imported Pig, per lb	0 03½	0 03½
Domestic, per lb	0 03	0 03½
Bar, 1 lb.	0 04½	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 00
Other makes, per lb.	0 09	0 00

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	5 00
No. 1 do	4 50	4 50
No. 2 do	4 25	4 25
No. 3 do	4 00	4 00
Brandram Bros.	5 75	5 75
" Decorative	5 10	5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)	5 75	5 75
James' genuine	5 75	5 75
No.	5 25	5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Second qualities, per gallon	0 90	0 90
Barn (in bbls.)	0 70	0 80
Sherwin-Williams	1 20	1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	0 07
Chrome Yellow	0 11	0 11
Golden Ochre	0 06	0 06
French "	0 05	0 05
Marine Black	0 09	0 09
Green	0 09	0 09
Chrome "	0 08	0 08
French Imperial Green	0 19	0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt.	1 35	1 40
Yellow Ochre (J.F.L.S.) bbls. per cwt.	2 75	2 75
Yellow Ochre (Royal), per cwt.	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb	0 09	0 09
" 100 lb. drums	0 10	0 10
Burnt Sienna, pure, per lb.	0 10	0 10
do. Umber, "	0 09	0 09
do. aw	0 09	0 09
Drop Black, pure	0 18	0 18
Chrome Yellows, pure	0 12	0 12
Chrome Greens, pure, per lb.	0 03½	0 03½
Golden Ochre	0 03½	0 03½

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69
Extra "	0 90
Brown Japan "	0 65
Brown Japan, Turpentine, p.g	0 85
No. 1 Carriage, per gal	1 30
Gold Size Japan, "	1 00
Pure Orange Shellac	2 10
Hard Oil Finish	1 30
Oil Shellac	1 40
White Shellac	2 40

Linseed Oil.

Raw, per gal	0 54	0 55
Boiled, per gal	0 57	0 58
Freight allowed. Price 2c. less Toronto		

Turpentine.

4 to 9 barrels	0 43
1 to 4 "	0 44
Freight allowed. Price 3c. less Toronto	

Castor Oil.

In cases, per lb	0 06½
Small lots	0 06½

Cod Oil.

Cod Oil, per gal.	0 50	0 51
-------------------	------	------

Glue.

(In bbls.)

Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munns, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.	
Rim Fire Pistol, dis. 45 p. c., Amer.	
Rim Fire Cartridges, Dom., 50 and 5 p. c.	
Rim Fire, Military, net list, Amer.	
Central Fire Pistol and Rifle, 18 per cent. Amer.	
Central Fire Cartridges, pistol sizes, Dom 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.	
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.	
Canadian, common, 17½ per cent.	
Brass Shot Shells, 55 and 10 per cent.	
Primers, Dom., 30 per cent.	

Wads.—Baldwin's

Best thick white felt wadding, in ¼-lb bags	per lb	1 00
Best thick brown or grey felt wads, in ½ lb. bags		0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges		0 99
Best thick white card wads, in boxes of 500 each, 10 gauge		0 35
Best thick white card wads, in boxes of 500 each, 8 gauge		0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges		0 20
Thin card wads, in boxes of 1,000 each, 10 gauge		0 25
Thin card wads, in boxes of 1,000 each, 8 gauge		0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddlers, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.**Hand.**

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.**Auger.**

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p. c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p. c. off new list.		
Tirc, dis. 60 per cent.		
Stove, dis. 35 to 40 per cent.		
Machine, dis. 35 and 5 p. c. off new list.		
Coach Screws, dis. 65 and 5 p. c.		

Boring Machines.

e, with augers, each.	5 00	7 50
-----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.**Shelf.**

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.**Brass.**

Wrought Brass, dis. 75 and 10 per cent.		
---	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.		
--	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p. c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p. c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 47½ to 50 per cent.		

ELBOWS.**Stovepipe.**

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Kearney & Foote's, dis., Amer. list, 60 and 10 per cent.		
Black Diamond, 50 and 10 per cent. discount		
Amer. list.		
Nicholson's, dis., Amer. list, 50 and 10 per cent.		
Toronto File Co., 50 and 10 to 60 per cent., Amer. list.		
Jowitt's, dis., Canada list, 25 per cent. and 27½ per cent.		
Globe File Co.'s, dis. 60 and 10 per cent.		
Horse Rasps, Kearney & Foote's, dis., Amer. list, 60 and 5 per cent.		
Horse Rasps, dis. 45 per cent., Amer. Hellers		
Horse Rasps, Spencer's, dis., Can. list, 40 per cent.		
Horse Rasps, Toronto File Co., 50 and 10 per cent., Amer. list.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis. 60 to 60 and 10 p. c., revised list.		
--	--	--

FREEZERS.**Ice Cream.**

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.**Marking, Mortise, Etc.**

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------	------	------

GLASS.

Double Diamond, Per 100 ft.		
14 to 25	4 45	5 00
26 to 30	4 35	4 90
31 to 35	4 25	4 80
36 to 40	4 15	4 70
41 to 45	4 05	4 60
46 to 50	3 95	4 50
51 to 55	3 85	4 40
56 to 60	3 75	4 30
61 to 65	3 65	4 20
66 to 70	3 55	4 10
71 to 75	3 45	4 00
76 to 80	3 35	3 90
81 to 85	3 25	3 80
86 to 90	3 15	3 70
91 to 95	3 05	3 60
96 to 100	2 95	3 50
101 to 105	2 85	3 40
106 to 110	2 75	3 30
111 to 115	2 65	3 20

14 to 25	2 10	
26 to 30	2 00	
31 to 35	1 90	
36 to 40	1 80	
41 to 45	1 70	
46 to 50	1 60	
51 to 55	1 50	
56 to 60	1 40	
61 to 65	1 30	
66 to 70	1 20	
71 to 75	1 10	
76 to 80	1 00	
81 to 85	90	
86 to 90	80	
91 to 95	70	
96 to 100	60	
101 to 105	50	
106 to 110	40	
111 to 115	30	

14 to 25	2 10	
26 to 30	2 00	
31 to 35	1 90	
36 to 40	1 80	
41 to 45	1 70	
46 to 50	1 60	
51 to 55	1 50	
56 to 60	1 40	
61 to 65	1 30	
66 to 70	1 20	
71 to 75	1 10	
76 to 80	1 00	
81 to 85	90	
86 to 90	80	
91 to 95	70	
96 to 100	60	
101 to 105	50	
106 to 110	40	
111 to 115	30	

14 to 25	2 10	
26 to 30	2 00	
31 to 35	1 90	
36 to 40	1 80	
41 to 45	1 70	
46 to 50	1 60	
51 to 55	1 50	
56 to 60	1 40	
61 to 65	1 30	
66 to 70	1 20	
71 to 75	1 10	
76 to 80	1 00	
81 to 85	90	
86 to 90	80	
91 to 95	70	
96 to 100	60	
101 to 105	50	
106 to 110	40	
111 to 115	30	
116 to 120	20	
121 to 125	10	
126 to 130	00	

ANY ONE CAN SAY

**THERE'S
NO FLIES
ON US**

IF THEY ONLY USE



THE SAMSON SPRING HINGE

FOR THEIR SCREEN DOOR

Manufactured by

A. R. WOODYATT & CO.

 **Guelph, Ont.**

Representatives in Every Town Wanted
—FOR THE—
COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell. Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, **Montreal**

**Hardware
Paper . . .
Made for
Hard Wear**

**MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING**

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

**318 St. James St.,
MONTREAL**

**38 Front St. West,
TORONTO**

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

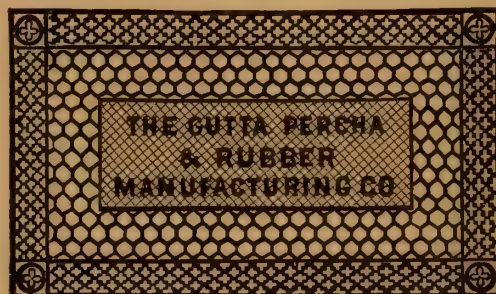
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

A Card of Thanks

TO OUR FRIENDS:—

In the midst of the rush of business in our Lead and Color Works, the very busiest season in our long experience, we feel it our imperative duty to tender our most sincere thanks for your substantial appreciation of our Paints and Varnishes.

TALK is cheap—but who, while being fanned by the wings of success, does not overflow with gratitude and thanks to those who have been instrumental in promoting such success?

The growing demand for our goods—the confidence and commendations of our patrons—the continuous increase in our business—assure us that our efforts to produce **THE BEST** are being rewarded.

We do not, however, rest here, but we press on with renewed energy, confident of our ability, not only to maintain, but to improve if possible, the quality of our productions to such perfection as may command a continuance of your esteemed trade for our paints, on their merits alone.

A very great source of pleasure to us is our travelers' report, that, notwithstanding numerous attempts have been made by aspiring competitors to induce you to handle their goods, their efforts have been futile, and you have been unswerving in your allegiance to our goods, for which we couple with our thanks, our warm appreciation of your good, sound judgment in your verdict—an HONEST paint at an HONEST price.

Trusting long to be honored by your continued permanent patronage, in duty bound to your service, we remain,

Yours very truly,

The JAMES ROBERTSON CO., Ltd.

THE PAINT MAKERS, Toronto

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, MAY 16, 1896

No. 20

GALVANIZED IRON



Want a good article? Of course you do.
Light sheets? Certainly. Good color
for exposure? Only too glad to get it.
All the good qualities of Galvanized
Sheets are combined in "QUEEN'S HEAD" Brand,
and, most surprising, PRICE IS LOW.

... WHY EXPERIMENT WITH PRICE ...
AGAINST QUALITY ?

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
... MONTREAL



MAGNOLIA METAL

In use by . . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building
MONTREAL OFFICE
H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

Largest Manufacturers under the British Flag

Half the country did not take it seriously when we
launched "Safford" Radiators on the market, but now
—all bow before them ; we have cheapened the expense
of Hot Water and Steam Heating—made it a necessity
for every home—the most exacting cannot be otherwise
than pleased with—

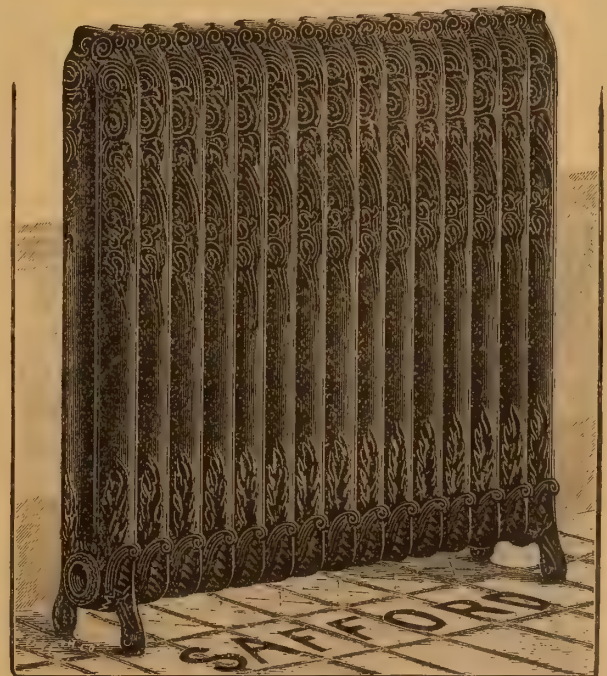
"Safford" Patent Radiators

The only heater on earth—
made without bolts or packing.

MADE ONLY BY

The

TORONTO RADIATOR MFG. CO., Limited
... Toronto, Ont.



HEADQUARTERS FOR ..

**F
I
S
H
I
N
G**

Rods
Lines
Hooks



Martini ..
Marlin ..
Winchester

**R
I
F
L
E
S**

ENGLISH AND AMERICAN GUNS OF BEST QUALITY

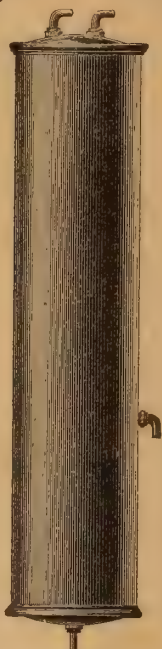
We carry a full assortment of Revolvers, including Smith & Wesson
and the best makes, in all sizes.

RICE LEWIS & SON, Ltd. Cor. King and Victoria Sts. **Toronto**



When a
**Copper
Boiler**

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed

**200 LBS.
PRESSURE**

also will
not

COLLAPSE



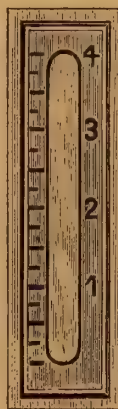
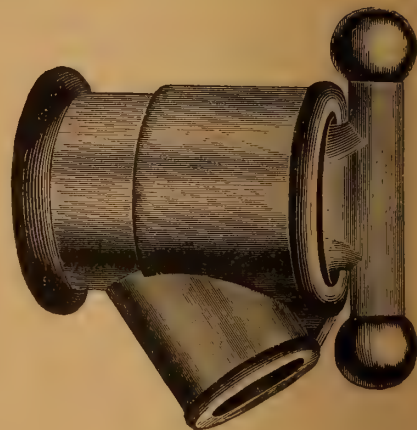
The Booth Copper Co.
LIMITED
Toronto



**SOLID
METAL
CREAMER
TAPS**

Fast or Loose Key

**WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT
OF SHAPE**



Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No
leaks. Each one guaranteed.

**Our Creamery and Factory
Can Trimmings**

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.

Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, MAY 16, 1896

No. 20

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THAT DRAIN PIPE REPORT.

THE drain pipe importers in Montreal, Toronto, and elsewhere throughout the country, are patiently awaiting the report that the Customs Department at Ottawa were to issue some time ago. In fact, it is the opinion of a great number of them that they have been altogether too patient.

The Dominion Board of Appraisers are meeting at Ottawa this week, and leading drain pipe dealers say that if nothing is done in their case they will take other methods of pushing it.

They assert, and with good reason, that the Ottawa officials have been given the fullest time to make up their minds, and that if they are going to make them up at all the time has come for doing so.

Three weeks ago **HARDWARE AND METAL** called attention to the fact that the officer sent to investigate had been back since January, and that there was no sign of his report.

Every available method of getting an answer out of the Department at Ottawa has been taken, but beyond vague replies nothing has been elicited.

The collector of Montreal, at the request of the trade, addressed the Ottawa officials. The sphinx vouchsafed no definite answer, and when members of the trade tried the

Hon. Minister of Trade and Commerce himself they got no better satisfaction.

The delay is all the more curious in view of information which has been given **HARDWARE AND METAL** by a Montreal drain pipe man, who has just got back from Great Britain. This gentleman personally saw all the leading drain pipe manufacturers on the other side. He was assured by everyone of them that when Inspector McMichael paid them a visit they showed that gentleman completely and clearly that Canadian importers were not getting their drain pipe cheaper than the buyers in Great Britain, but that the scale of cost for both was identical. The Montreal man was informed that documentary evidence to this effect was furnished the inspector.

If this is correct, it surely does not take three months to draw up the brief, and there is no excuse at all for the Department delaying the report. Very possibly it is now in their hands, for Mr. McMichael has always been noted for the thorough, prompt and business-like manner in which he has done his work.

Surely they are not so pig-headed as to keep it back because they don't want to confess that they were in the wrong and that the agitation waged by **HARDWARE AND METAL** is right.

If this is the stand they take, the trade should delay no longer, but take action in the courts.

The officials at Ottawa are not infallible, and the law should be enforced to show them that they are not the dictators, but the servants, of the business community.

TAKING THE TARIFF OUT OF POLITICS.

AN organized effort is being made in the United States to take the tariff question out of politics.

As in Canada so in the United States, the pending elections have aroused interest in the tariff, and consequently the movement in question has more or less interest for Canadians.

After the experience of the business men

of the United States in 1894, when Congress kept tariff reform in suspense for a twelve-month or more, to the detriment of trade, it is not surprising that the interests then affected so disastrously should now be active to prevent its repetition.

A proposition to take the tariff out of politics is under the circumstances what might be expected after those whose duty it was to deal with it had proved themselves to be so unfitted for the task. It is the experience of history in other matters as well as tariff questions.

In Canada we have had tariff bunglers and we have got them yet; and had the members of our Parliament proved themselves to be as bad at tariff tinkering as were the members of the U. S. Congress in 1894, it is possible that we might have seen a similar movement inaugurated in this country.

But what is often first proposed as a remedy for an evil is not always the best. And this, it appears to us, is the case with the proposition to take from politics the solving of tariff questions.

Tariff questions have always been questions which have divided men into two or more political camps; and as long as one man thinks differently from another they always will.

If the citizens of either the United States or Canada were to take the duty of tariff framing from those in whom it now reposes and handed it over to a body of business men, it would be merely transferring it from one body of politicians to another. Of course, the transfer may ensure a better class of politicians, but that would not mean the taking of the question out of politics. Nor would it, in all probability, be representative of the will of the people.

The tariff cannot be severed from politics. It is as impossible as to extract the salt from the waters of the Atlantic.

What is wanted is not to take the tariff out of politics, but to take out of politics the professional politicians of the ward type, who are so much in evidence in the Parliament of Canada as well as in the Congress-

sional halls of the United States, and in their places put men wide in practical business experience and rich in common sense.

Leave with them the work of framing tariffs. They, 'tis true, will not be without their different political opinions, but they will not allow these to blind them to a sense of their duty. They will not allow the commercial interests of the country to become subservient to party exigencies. They will not allow legislation for the good of the country to be shelved, for that which, while it may benefit the party, will shackle the trade of the country. They will not allow session after session of the House, week in and week out, to be worse than wasted in discussions, the resultant of which is a country torn from one end to the other by sectarian strife. Their own interests, if nothing else, will preclude them from doing these things.

These are the class of men that **HARDWARE AND METAL**, during the last two years, particularly, has been urging the business men of this country to send to Parliament. And, judging from the character of the men that are being nominated in many of the constituencies, our labors have not been altogether in vain.

NIGGARDLINESS THAT MEANS LOSS.

TORONTO in some respects is a progressive city; in others she is little better than a country village. At her feet is Lake Ontario. On either side she is flanked by a river, and through her streets run a network of water pipes.

But blessed as she is with a bountiful water supply, one would judge, from the niggardly way in which the streets of the "Queen City" are sprinkled, that the city is on the verge of a water famine.

The natural consequence of this scanty sprinkling of the streets is a liberal supply of dust, which, when the spring winds are not stirring into clouds, the rapidly running electric cars are.

It is false economy to allow the present condition of affairs to obtain. Niggardliness in sprinkling the streets may keep down the expenses of the Street Commissioner's Department, but dusty streets mean loss to merchants through damaged goods. And what takes directly from the merchants is felt, indirectly though it may be, by the city as a whole.

ADVANCE IN STEEL SQUARES.

A sharp advance is announced in the price of steel squares. It is equal to 20 to 25 per cent., the discount now being 65 to 65 and 10.

The cause of the advance is the formation of a combination in the United States. It is alleged that heretofore the manufacturers' profits on steel squares have not been what they ought to have been.

Most of the steel squares imported into Canada are from the United States, compara-

tively few coming from Great Britain, the manufacturers in the latter country refusing to meet prices.

THE PROPOSED WINDOW SHADE FACTORY.

HARDWARE AND METAL has had a number of enquiries relative to the contemplated window shade factory. That the company will be started seems a certainty, as a large sum of money is now on deposit at one of our banks to cover preliminary expenses.

The location of the factory is not quite settled as yet, but this will be decided upon very quickly, as there are several favorite sites in view. There may be a slight delay, owing to one of the leading capitalists in the concern having left for a visit to the States and possibly to the Old Country.

"Again," to quote one of the promoters, "it will be necessary to see which way the elections go. It can then be decided if more profitable to import the cloth and other essentials than to obtain them in the Dominion. Canada will be given the preference, as the promoters firmly believe our manufacturers should buy one from another and thus jointly promote the best interests of the country."

The gentlemen composing the proposed company do not put their names forward at the moment, as it would bring further a vast number of enquiries, but from what we can gather they have been quietly promised a large volume of business. It is also understood some American capital will go in. As one letter tersely puts it, alluding to a branch in Detroit of one of the Toronto concerns, "you have invaded our territory, why should we not start in Canada?"

One thing appears certain: the new concern will not experience the same difficulty in securing cotton as did the Toronto Shade Co., recently bought out by the two existing factories.

WHOLESALE VS. MANUFACTURER.

HARDWARE AND METAL fell into conversation on Thursday with a man in the trade regarding manufacturers selling direct to retailers.

"The most successful Canadian manufacturers," remarked the latter, "recognize the fact that to quarrel with the jobber or wholesaler is a very serious blunder. The manufacturer who will establish a price for his goods, first with the retailer and then with the jobber, and adheres to the figures fixed, will build up his business both with the retailer and jobber, and at a profit. But immediately the manufacturer takes any advantage, either of the retailer or the wholesaler, the prices on his goods become demoralized, and neither branch of the trade care to handle them.

"Some manufacturers prefer to do their business entirely with the retail trade.

This entails a large traveling staff at great expense in order to cover a territory such as Canada. In this country it certainly looks as if it would be better for the manufacturer, for the wholesaler and for the retailer to have the goods go through the proper channels. If the manufacturer makes his goods for the wholesale merchant he must necessarily make them in large quantities, and thus reduce his cost. He also has little or no risk in disposing of his goods. The wholesale merchant having a large staff of travelers on the road with a large line of goods to dispose of, can sell the manufacturer's goods on much closer margins than can the manufacturer, who goes out with his single line. Therefore, it stands to reason, that simplifies the manufacturer's business, while it is also an advantage to the retailer to buy his goods from the wholesaler.

"The most satisfactory lines for the wholesaler and the retailer are such lines upon which the price is steady and upon which the manufacturers are not cutting prices in order to induce the retailers to buy more goods than they require. The most satisfactory way for the retailer to buy as a rule is to buy as he wants the goods; the manufacturer, the most satisfactory way for him to buy is in large quantities."

GOLD MINING IN NOVA SCOTIA.

GOLD mining in Nova Scotia is making rapid advances of late. This is caused by the success of several properties now being worked in different parts of the province. The business, for a number of years, was in a state of disrepute, more or less on account of the manner in which some of the mines were run. Speculators who knew nothing whatever of gold mining went into the business, not of mining the gold, but of inducing capitalists to invest their money in properties which were never tried, and in a number of cases which proved to contain no gold whatever. Inexperienced men, or men who did not understand the conditions of gold mining in this country, undertook to "manage" mines which were paying. The result in every case was disastrous—disastrous to the mine, the company and the country. Of late, however, thanks most likely to experience, things have taken a different turn. Mines are run on strictly business principles, and speculators seem to have taken a back seat. Down in the eastern portion of the province, among the well-known, and in former days very rich, mines of Goldenville, James A. Fraser, perhaps the most practical miner in the province, is operating a mine for a company of which he is one of the principals. He is turning out the yellow metal in good paying quantities. I have referred before to the mine at South Uniacke, Hants County, where A. A. Hayward is taking out the "stuff" in such

quantities as to allow his company to declare a monthly dividend of 5 per cent. But at present all attention is centred on the western portion of the province. The North Brookfield gold mines have produced an enormous quantity of gold; they have enriched and impoverished a number of people and then they took a rest. They quietly dropped out of sight for a while. One mine, after yielding some \$112,000, was abandoned. Another mine, after yielding some \$95,000 was also abandoned. Three or four years ago a Mr. Libbey came here from Boston. He bought the latter discarded mine and pumped it out. So far he has taken out nearly \$100,000, and will take another before he is through. In fact, he was offered recently nearly that amount for the property. Recently he took 1,500 lbs of "tailings" to South Carolina and had them treated by the chloride process for extracting gold. The result was a quantity of gold worth \$70, and he will introduce the process at his mill, where he has a lot of tailings to work upon. The other abandoned mine was taken up by M. T. Foster, of Halifax. He has bonded it for a large sum to a number of New York Quakers and is having it pumped out.

The latest man to come upon the scene in the Brookfield mines is James A. Asquith, of Ottawa. Mr. Asquith has the contract for erecting the drill hall in Halifax, but he is on the road to make more money in another direction. He has bonded what experts have told me is the best mining property in Nova Scotia. It is situated a short distance to the west of the Libbey mine and the "streak" is probably the same. This mine was only discovered last winter. The first "clean up" was made a few days ago. From 60 pounds of quartz, mortared, 16 oz., 8 dwts. and 3 grs. was the result. This is equal to 543 ounces to the ton. Of course, nobody expects the whole mine to pan out anything like it all through, but it is a splendid indication. Twenty pounds of the ore from this mine was recently sent to Halifax to be assayed, and the result of the test showed gold at the rate of \$45,000 to the ton. It is conceded by mining men that Mr. Asquith has a fine property. It is understood he bonded it for a very reasonable figure, paying 5 per cent. for a six weeks' option.

TAUNTON.

BACKGROUND FOR STOVES.

Stoves and ranges, says Stoves and Hardware Reporter, should be shown against a light background, on account of the preponderance of black surface they present. For this reason the walls and floor of the window should be painted or papered in some light color, or, better still, the floor should be covered with neat-appearing light oilcloth, or cloth of some kind, the color blending with that of the walls. For the same reason the wall of the stove store, providing any wall space is visible, should be papered or calsomined in light colors.

DROPS FROM THE EDITOR'S PEN.

Never allow your energy to get ahead of your brains.

A man can these days only be ignorant by willing to be so.

When economy is overdone the economizer runs to seed.

When business gets dull it should, like fire that is low, be stirred up.

Get friends, but do not depend upon friends for your existence.

Success in business is the resultant of energized common sense.

The dunner should know when to be vigorous and when to be gentle.

He who cannot work with his head will make little headway with his feet.

People without ambition, like animals without legs, do not make much progress.

Over-cautiousness creates the very thing which cautiousness tries to avoid—obstacles.

People who get into ruts are condemned, and yet we are enjoined to steer a straight course.

Waiting for something to turn up is almost as foolish as waiting for yesterday to return.

When a merchant is rushed to death with work it is an evidence that his business is alive.

Money may be the root of all evil, but the measure of a merchant's success in business is gauged by the quantity of "root" he accumulates.

The energy a man displays in his business should not be gauged by the size of the business.

Merchants who ignore children are certain to be ignored by the parents of the children.

People who are too proud to work are not too proud to live on the fruit of the labors of others.

Fixity of purpose should not be made conditional upon the likes or dislikes of other people.

Pushing for custom every available moment is of all things in business the most important.

People aiming at targets do not throw down their weapons because they do not at

the first venture make a bullseye; neither should people turn from their aim in life because of difficulties encountered.

A merchant is none the less negligent of business because he takes a judicious relaxation from the same.

Careful thought is as necessary in preparing an advertisement of a dozen lines as an article of a dozen columns.

Do not undertake what you know you cannot perform, but do not hesitate to undertake that which you must do.

It requires nerve to do a cash business; hence some merchants haven't the cash because they haven't the nerve.

If advertising does not pay it is passing strange that the world's most successful men are the most elaborate advertisers.

Hurry and bustle in a man is no more evidence of work accomplished than it is in a piece of machinery an evidence of efficiency.

A merchant should conduct his business with the precision of a machine, but at the same time he should avoid becoming a machine.

If a clerk who is not obliging is not obliged to seek employment elsewhere, customers will be obliged to seek their goods elsewhere.

Certain trade there is that a merchant will never get till he advertises, just as certain doors cannot be opened till certain keys are used.

The merchant who recognizes that the office of his shop window is to show and sell goods has discovered one of the elements of success in business.

The merchant should prove all things, but at the same time he does not want to hold on to that on his shelves which is good: he wants to dispose of it.

Just as it is the sportsman who is the most watchful who bags the most game, so it is the merchant who exhibits the greatest alertness for new ideas who catches the most trade.

It may be well to presume that every man is honest until he is proven a rogue, yet it is not good policy to buy a pig in a poke. In other words, know the quality of the goods you are buying.

The young man who desires to become famous must do his own building. He may live to be as old as Methuselah without securing the desideratum if he leaves to the brains or hands of others the performance of that which he should do himself.

TRADE CHAT.

NOTICE is given of application for letters patent to incorporate the W. A. Gardner Tool Co., of Brockville. Capital, \$100,000.

A young Quebec chemist has discovered that acetelyne can be turned into pure alcohol for 95c. per gallon.

Gilbert McLean has sold his blacksmith shop and business, in the rear of the city market, Moncton, N.B., to a Mr. Thompson.

The merchants of Woodstock had a busy day on Saturday, many of them doing the largest trade in a single day in a long while.

Mr. W. P. Landon, hardware merchant, Ninga, Man., has been confined to his bed for some time with inflammation of the lungs. He is now convalescent.

Mr. Tillson is making considerable extensions to his system of waterworks at Tilsonburg, hydrants being placed in the high school grounds and a number of private residences.

Mr. Williamson, of Brantford, has purchased the entire harness stock of Thos. Dicker, Dorchester Station, and will continue the business. Mr. Dicker intends removing to London.

The Ontario Mines Development Company, limited, has applied for a charter with a capital of \$150,000. The officers of the company are: President, James Connee; directors, Geo. A. Clavette, H. Beckett, John Flett and Alfred Wilson.

Notice has been received in London by the employes of the M. C. R. of the discontinuance of the pay car. The employes will be paid by cheques hereafter. It is expected that the cheques will arrive several days earlier than the pay car did.

The formation of a trust by all the forty-three bolt manufacturers of the United States, with the exception of the Anderson Iron and Bolt Co., of Anderson, Ind., has been effected. It will go into effect at once. All of the plants are pooled in one concern.

The Methven (Man.) correspondent of The Winnipeg Free Press writes: "There is a grand opening for a general store here. Since S. Coppleman moved away last fall most of the residents and surrounding farmers have dealt in Wawanesa and Rounthwaite."

The Hamilton Board of Trade has appointed Messrs. A. T. Wood, F. C. Bruce, W. H. Gillard, and John A. Bruce to represent it at the great Congress of Chambers of Commerce in London. Mr. Wood will sail on May 20th, and the other gentlemen on June 15th.

A fire broke out in one of the machine shops of the Hawkesbury Co.'s mills in Prescott county, Ont., at 12 o'clock on Monday, and at 3 o'clock the fire was under control. Three mills and a number of piles of lumber were destroyed, at an estimated loss of

\$100,000. Nine hundred men are said to have been thrown out of employment by the destruction of the mills, which will probably be rebuilt at once.

The people of Ridgetown have finally abandoned their gas well. The sand pump was lost in the hole, and then the tackle was lost, and the driller gave it up. The hole was down nearly 2,000 feet. From first to last, about \$3,000 was sunk in the enterprise.

The Dominion Car Axle Company, with headquarters in Windsor, has organized, with the following officers: President, J. B. Wright; vice-president, Wm. Woollett; secretary-treasurer, E. E. Wright. The company will commence the manufacture of car axle lubricators at once.

The merchants of Wyndham street, Guelph, are complaining of the poor accommodation they are receiving for the amount they are paying for street watering. They state that the time between each trip made by the carts is so long that the roads are allowed to dry up.

At a special meeting of the Toronto Board of Works on Tuesday the recommendation of Ald. Leslie's sub-committee that tenders for the telephone franchise be advertised for was referred back. So was the recommendation to extend the car tracks on Hill street, Rosedale, to the second bridge in order to afford easy access to the lacrosse grounds.

The demand for freight cars to ship wheat from interior elevators to Fort William is now very great. Monday night applications were received at the offices of the C. P. R. in Winnipeg for 600 cars. The demand came from grain dealers who have wheat stored in the elevators and not from farmers who are desirous of selling. The farmers are not making any deliveries at present.

The Board of Water Commissioners of St. Thomas have of late received numerous applications to extend the mains, and it is probable that the City Council will shortly be asked to submit a by-law to the ratepayers to issue debentures to raise money to make all these extensions, and at the same time to erect a standpipe, which would effect a considerable saving in the operation of the system.

There has just been built by the Toronto Electric Motor Co., for the Canada Atlantic and Plant Steamship Co. of Halifax, a hoisting apparatus and truck for the purpose of loading or unloading steamers. This ingenious and effective contrivance comprises an electric motor, two winding drums, worm gear, reversible clutches and controller. This is the first appliance of the kind made in Canada.

Mr. J. A. Laurance, a well-known speculator of Victoria, B.C., when in London, effected one of the largest deals ever transacted in B.C. property; it comprised a

valuable tract of timber land of 130,000 acres on Vancouver Island. The price received was £4,000,000, and we would like to know how much the Government originally obtained for this valuable asset; no doubt a mere bagatelle in proportion to its value.

It is said that the Grand Trunk Railway will shortly adopt a new style of rail. The main line rail at present weighs 79 pounds to the yard, and the rail in use on branch lines only 57½ pounds. A careful comparison of results led to the adoption of the new rail, which is five inches in height, five inches across the base, and weighs 80 pounds to the yard. The new rail will be put down in small sections as the rails at present in use give out. The first consignment will arrive from England this month.

The new time card of the Northern Pacific comes into force on Sunday. The train for the south will leave here at 11.35 a.m., and the train from the south will arrive here at 2.45, as it does at present. The Portage train arrives here at 12 o'clock and leaves for the Portage, as it does now, at 5.45. Corresponding changes will be made on the Morris and Brandon branch.—Free Press, Winnipeg.

For the first time since the holding of the World's Fair, the employes of the M.C.R. shops are working full time. An order was received yesterday and the men started this morning to work 10 hours per day. This will be a welcome change to the men themselves, who for years have been working 7 and 8 hours per day, and benefitting as it will, so many men, will also be a benefit to the whole city.—Journal, St. Thomas.

HAVE BOUGHT COWAN & CO.'S BUSINESS.

Mr. Andrew Lawrie, late hardware merchant, in Sarnia, and a former resident of London, has entered into partnership with Mr. Frank Whetter, who for some years has been on the business staff of The London Free Press. The new firm has purchased the retail business of James Cowan & Co., and will enter into possession in the next few days. Both gentlemen have had ample experience in the hardware business, and have many friends in London and neighborhood, who will wish them prosperity in their new venture.



UP-TO-DATE.

THIS wonderfully expressive title, says a writer in Iron Age, has become rapidly a regular term applied to an infinite variety of subjects. Not only do we find it connected with our commercial enterprises, with our social and everyday life, but we find it taken up on every side and applied to many things very wide apart from its original application. I suppose if we live a few more years we shall find it losing its hyphens and consolidated into one grand expressive word, taking its place in all our standard dictionaries. Let us then once more apply this word in its true meaning—namely, a thoroughness in all we do; a perfect completeness, embracing all new ideas and plans that modern thought and requirement have necessitated; all our methods and business arrangements worked on the most approved style that present day knowledge has taught us.

THE PURCHASE OF GOODS.

If we are up-to-date in our commercial engagements in the fullest sense of the phrase, we shall be so in the stock we buy, we shall take every advantage of the best markets, we shall watch the rise and fall of them, and buying always at bottom prices shall be able to offer our wares on favorable terms to our customers, and at the same time net a fair margin of profit for ourselves. We shall be keen observers of the novelties and new lines that are brought under our notice; we shall not turn away travelers with a "No, I don't want any," but we shall first investigate the goods that they sell; we shall weigh well their merits and judge if they are salable lines in our market. We shall always compare prices with what we are buying. We must have our pocket book of reference ready at hand, filled up with the latest and best quotations and discounts. This should be always corrected from time to time; it will be a wonderful help to our memory and a guide to what we are considering. Travelers' samples and patterns should as often as possible be gone through and examined; we cannot, in these days of go-ahead progression, afford to neglect any opportunity of gaining information as to what is going. We must keep foremost in the race, and not let our neighbors be before us.

PAYING CASH.

If we are up-to-date we shall be cash buyers too. Some, perhaps, may say they would be if they could. To such I would say, do not overstock; keep well within your means and capital; let your motto be "Better do less trade with a stock well bought and paid for than a larger one at a less profit and in goods purchased at higher prices for credit."

ARRANGEMENT OF STORE.

Our up-to-date hardware dealer will have his goods set out and arranged on modern lines; he will show all he can; they are to be

It's Reasonable.

When you come to consider the facts it is not surprising that we should hold the first place in the paint trade—the first place for quality, we mean.

We give all of our time, and our thought, to making one quality of paint—the best. We don't make two qualities of anything. How different it must be for anyone who is making one quality to-day, another to-morrow, and something different the next day. They must get mixed up sometimes.

Our business is simply making good paint. We don't make dry colors, we don't make varnishes. We don't even make putty. We are so set on making good paint we have no time for anything else. We have our dry colors made for us by those who do nothing but make dry colors, and our varnish by those who devote all their time to varnish making. Putty—well, we leave this to others. We are just a little too high-toned to make putty.

So, after all, we are not entitled to much credit for our good goods, because giving all our attention to one thing it is only natural we should do it better than others who are doing a dozen different things. We certainly have a great advantage in this respect. Don't you think so?

The WALTER H. COTTINGHAM CO. Ltd.

Manufacturers of
The Sherwin-Williams Paint
MONTREAL

sold, and so he will not hide them away as if they were to be kept forever. He will have modern fixtures and display his wares in such a manner as to induce sales and cause an attraction to his store. He will fill his shelves with goods all bright and new; he will have them all classified and shown with a degree of order formerly unknown. His glass cases will be set out with taste, and counters and fixtures will have an inviting look about them. Dust will be banished and order and cleanliness will prevail.

WINDOW DISPLAY.

The up-to date hardware dealer will probably pay a heavy rental for his premises, and his actual frontage may be small. He will, however, take advantage of what he has and practically cover it over with goods and advertisements and make the most of the frontage surface.

His windows will be a daily care, and he will see they are tastefully arranged and constantly changed. The contents of the windows should be up-to-date and typical of the thorough style in which his business is conducted, and of the ways and means he adopts to introduce business and to promote its success. Although competition should rage keenly and fiercely around, our model hardware dealer should be equal, if not ahead of his contemporaries. The motto

of a borough town in Cheshire, England, "Never Behind," should be engraved on the shield of every up-to-date ironmonger, and with this as his talisman he will hold his own in the struggle for prosperity and wealth.

SALESMEN.

One who is equal to the task of buying and preparing his stock will not be far behind in his selling qualification. The employees of an up-to-date storekeeper will be alert and ever ready to catch hold of the passers by and draw them inside by their pleasing address and catching manner. Get a customer inside and half the battle is over; if we handle the goods he requires it will be largely our own fault if he departs without them. The bright and cheerful manner in which we transact business, and the evident knowledge of our trade that we possess, will secure us a large share of the trade of the district.

RESULTS.

Our good buying will help our selling, and chiefly contribute toward making the profit in our trading large. Promptitude in all our dealings will be the inevitable result of our thoroughness in other departments, and our attention to orders and the prompt execution of them, together with the rapid delivery of goods purchased, will insure a continuation of our trading connections. Our advertising and the many schemes for cementing our connections with our clients will show that we are alive to the requirements of the age and mark us out as in every way thoroughly up-to-date.

WHAT BUSINESS IS.

BUSINESS, broadly speaking, writes Joel Benton in Business, the thing which, more fluently expressed, we may call the busy affairs of the world, is almost wholly a development of civilization. Nomadic and primitive people are practically without commerce or even domestic trade. The reason for this is, their wants are reduced to mere sustenance and shelter, their clothing being an almost missing factor, or fig leaf, in warm countries, and a crude covering of the skins of animals in countries that are inclement.

But civilization comes and wants increase. That which merely subserves animal existence in a rough way will not now be sufficient. We have learned what convenience is, and, as conveniences are one after another supplied, we crave luxuries and refinements. Go from an Indian tepee or a Bedouin tent to a first-class modern hotel with a button to press in each room for some appropriate genie to bring you what you wish, and you will see the distance upward the human race has toilsomely traveled.

A Roman emperor is said to have once advertised for a new pleasure. He who can offer this, or the satisfaction of any other new want, will find in his power to do so the key to success. When a tinder-box with its flint, or coals preserved in ashes brought from your neighbor's house a mile away, was the only way to light the morning fire, people did not miss the lucifer match. But now that it is known, the poorest and most abject will not go back to what the rich were obliged to be content with two generations ago.

The lesson of all this history and evolution is that, in ministering to the people's necessities and desires, we must first supply them with "the best"; for a good thing advertises itself. It does even more; it makes

your printed story fully credited and thereby doubly emphatic. The pleased customer tells his experience and you gain his friends and acquaintances and finally theirs also in a circumference and area not to be bounded.

But this "best" article must be easy to get; so that you must offer it at a low price or not unreasonably high. "The best," to be sure, is sometimes the cheapest even at a much higher price; but this fact the dealer must take pains to demonstrate clearly. Next to securing a good article there is nothing that pleases the modern purchaser better than obtaining a good bargain. And the purchaser must be pleased.

If a trafficker has his store or goods on some greatly thronged Midway Plaisance he can, perhaps, be a little less particular, as few customers pass twice, and his next day's patrons are from a new throng. But there is a Nemesis, I think, that follows "fleecing," somehow, everywhere, if only in the pernicious habit formed, which will somewhere be tried with sad results, or in vain.

The consumer who keeps trade going will, of course, try to buy the least that will cover his wants. Here the dealer's business is to show a new thing that will promote economy, or make something which the customer has already got to go further by its use—as a patent burner over a gas-jet or some curious damper to a stove. The inventor is constantly supplying those things; so that from nothing in Eden to several thousand things—not less than ten thousand, certainly, now—has the multiplication of human wants gone on.

There will be no stop in the process or number, unless civilization turns backward. Nor will there be any let-up in the telling how and where these wants can be satisfied. He who does this service, and sets it forth in the best way, will, in that very expressive but slang phrase, "take the cake." For him

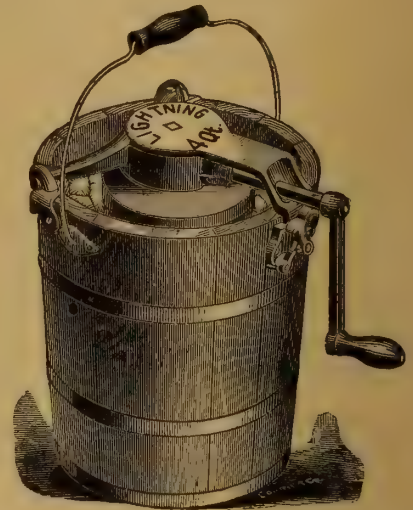
who scorns publicity there will be public neglect and no "cake" to take.

Diogenes was said to have hunted with a lantern for an honest man. The customer will not look for bargains in this way. If he finds them, it will be because those who have them to offer hang their own lanterns out.

ONE OF MCCLARY'S LINES.

THE accompanying cut shows the "Lightning" ice cream freezer, handled by the McClary Mfg. Co., London, and finds ready sale wherever previously sold.

Among the features of this freezer are: Its easy running, producing light, velvety ice cream; the scraper cleans the can at all



times during freezing; the bottom of can is made of drawn steel and cannot leak; all gearing is covered; all inside parts are heavily coated with pure block tin. The pails are made of Virginia white cedar, held together by electric welded hoops, and guaranteed not to fall off. A book containing receipts for 100 ice creams is furnished with every freezer.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 31½ yards, 1012·68 feet per second.

" 43 " 872·72 " "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30·6.

Pressures 2·17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**

1896

1896

HORSE

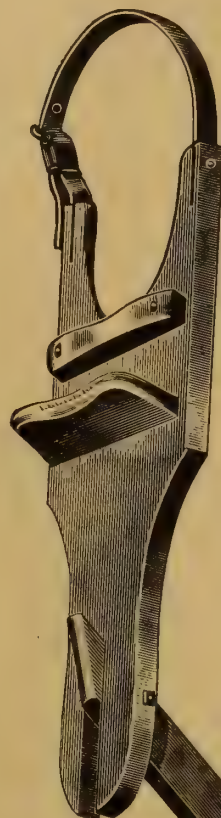
POKES



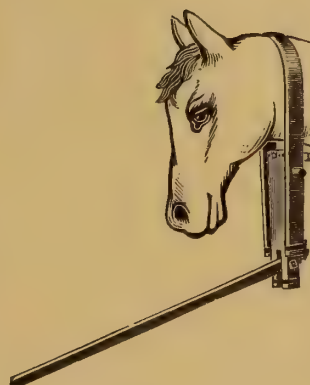
CHAMPION



DICTATOR



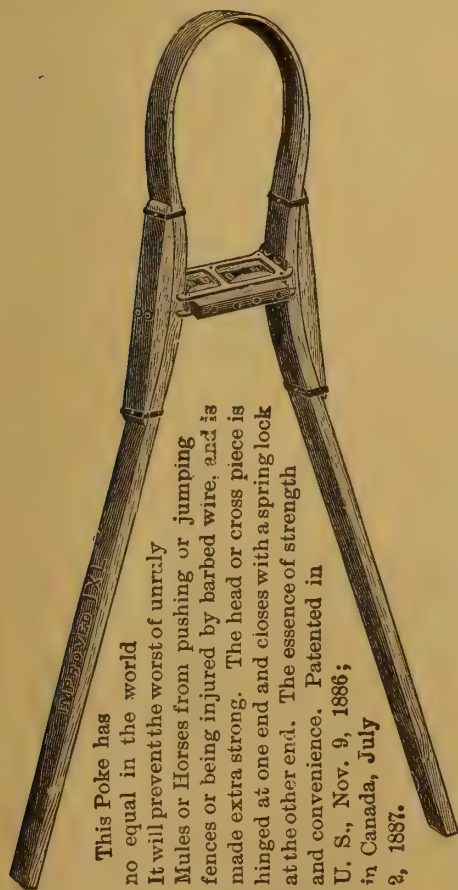
PEARSON



MONTREAL



CLIMAX

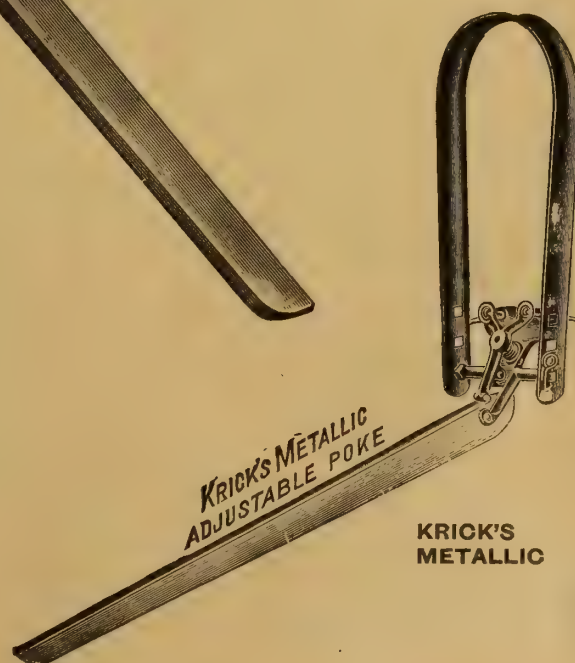


I X L IMPROVED

This Poke has no equal in the world. It will prevent the worst of unruly Mules or Horses from pushing or jumping fences or being injured by barbed wire, and is made extra strong. The head or cross piece is hinged at one end and closes with a spring lock at the other end. The essence of strength and convenience. Patented in U. S., Nov. 9, 1886; in Canada, July 2, 1887.

Order at
Once.

Prices are
Right.

KRICK'S
METALLIC

GRAHAM Cut and Wire Nails are the Best.

PEDDLING STEEL RANGES.

NEW JERSEY farmers are having an unpleasant experience with vendors of steel ranges. According to Eastern papers, residents in the vicinity of Mullica Hill, N. J., are very much excited over the matter. Several months ago travelling agents placed ranges in the homes of a large number of the farmers all through that section, taking notes for \$69, the price asked, for three years. In several cases farmers who had bought the ranges complained that they failed to come up to the representations made for them, and after repeated entreaties to the agents to adjust matters, a clamor of dissatisfaction has arisen among the purchasers and every inducement is offered by them, even at a loss to themselves, to get the agents to take them back. Complications and all kinds of disputes have arisen, and there promises to be any number of law suits and unpleasant proceedings before the difficulties are settled.

This state of affairs is not a new one at all, and it would seem that by this time the people of the country ought to show signs of having profited by the campaign of education regarding unbusinesslike methods of stove selling which have been conducted by travelling vendors who have given practical demonstrations of such methods and by the daily agricultural and trade press which has frequently exposed them. It surely is not only the privilege, but the duty, of every legitimate local stove dealer who hears of such operations being conducted or about to be conducted in his locality, to secure an exposure of their nature through his local paper and by circulars and communications addressed directly to those whom he knows are apt to be approached. The duty is one he owes not only to himself in protecting his trade, but also to the community in which he lives. As a rule, he is able to supply goods of equal merit at very much less than the price asked by the agents, and the fact of his permanent location, ability to investigate and remedy complaints as soon as made, and natural desire to maintain reputation for square dealing in the community in which he dwells, are in themselves sufficient reason for his asking and securing the patronage of those living in his vicinity, to the exclusion of the itinerant and often irresponsible peddler.—Stove and Hardware Reporter.

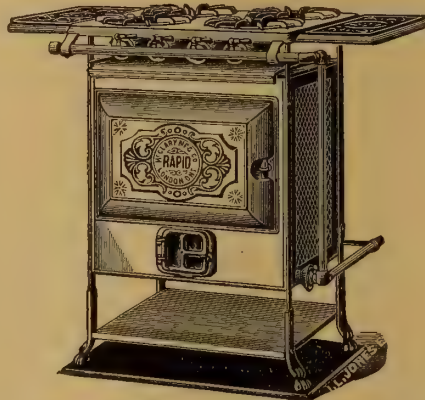
DISPLAYING MECHANICS' TOOLS.

There is no end to the attractive ways in which mechanics' tools can be arranged on the side or floor of a window, says Stoves and Hardware Reporter. Their arrangement in such a manner as to spell the dealer's name or some appropriate word or motto is always effective. One point to be observed in doing this is to use as great a variety of tools as possible, as the beholder will be led to give the display more careful

attention and linger over it a greater length of time. W. Kempf, 2,814 Manchester road, St. Louis, has an excellent display of tools on the side walls of one of his windows. The tools are displayed in all sorts of principal designs and his name is in the centre, produced in the following manner: The W is made with a couple of rules; the K with a pair of wing dividers and an expansive bit; the E with a T bevel, a belt punch and a pair of outside calipers. A pair of compasses and a pair of inside calipers compose the M, a square reamer and a pair of outside calipers the P and a pair of pipe tongs, a screw-driver bit and a counter sink the F.

A NEW GAS RANGE.

COOKING by gas has now become almost a necessity in larger towns and cities. To meet this demand the McClary Manufacturing Co., London, have built a line of gas ranges to suit all demands. In addition to the "Favorite" six-hole range, shown in these pages some weeks



since, they have now finished a cheaper line, known as "Rapid," shown in accompanying cut, which are within the reach of all in price. They are made in two sizes, having two and four cooking holes with 12 x 18 inch and 18 x 18 inch ovens respectively. A catalogue, neatly illustrated, will be furnished upon application.

WIRE NAILS ON A CUT NAIL MACHINE.

Chas. R. Roth, of Ironton, Ohio, has invented and patented a contrivance for making wire nails on a cut nail machine. It is a simple device and easily attached to a common machine at a cost of less than \$15. It consists of an arrangement of dies into which the wire is drawn, and the nail is made by a quick pressure. While this pressure is in progress and the head and point forming the wire for another nail is shot through to the dies, so that the rapidity of manufacture is equal to the cut nail making. Though Mr. Roth had perfected the idea nearly two years ago, he had not made practicable application of his invention until recently. On a fine threepenny machine 240 sixpenny nails were turned out in a minute. Besides the wire nail all sizes of wire staples can be made by a simple alteration of the machine.

AMERICAN BICYCLES IN GERMANY.

Frank H. Mason, United States Consul-General at Frankfort-on-Main, has sent an interesting report to the State Department about the chances afforded for opening a market for American bicycles in Germany. American bicycles and machines of any sort for women were practically unknown in the German Empire until last summer, when a large number of American cyclists, male and female, made tours through picturesque localities. The German dealers began to give more attention to American wheels when a cyclist won a race on an ordinary stock bicycle made by a firm having its manufactory at Hartford, Conn., and now they are anxious to handle machines made in this country. Mr. Mason says it must not be supposed that no bicycles are manufactured in Germany, as a score of firms are engaged in the business. The English, German and other foreign wheels sold in the Empire are rather cumbersome. One Westphalian firm has succeeded in getting the weight of his machines down to 26 lbs. by importing wooden inner rims and other material from America. Mr. Mason suggests that if American manufacturers wish to compete in the German market they should send wheels between 21 and 25 lbs., with brakes and all other accessories.

LEAD IMPORTS INTO THE STATES.

The monthly report of the Bureau of Statistics gives the following data of imports of lead into the United States during the nine months ending with March:

From—	1896. lbs.	1895. lbs.
Mexico.....	103,242,226	92,022,321
Belgium.....	22,623,946	19,730,391
British North America	15,664,980	5,512,828
United Kingdom.....	4,552,215	7,508,057
Other Europe.....	1,897,437	1,904,987
Other countries.....	1,109,503	324,936
Total.....	149,090,307	127,003,520

The stock in bonded warehouse, March 31, 1896, is returned as 16,015,553 pounds, against 14,659,284 pounds at corresponding date last year.

A Sarnia inventor named McClosky has made a bicycle entirely of wood, which is said to be handsome, light, speedy and durable.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Paris Green

SULPHATE OF COPPER

Full stock at low prices.



POTATO
BUG..
KILLER

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, **TORONTO.**

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

In Horse Pokes



We are showing a magnificent line and would mention the following staple lines as leaders :

**London
Champion
Pearson's**

**Toronto
IXL**

**Metallic
Dictator**

Drop a card and we will send a full list and prices or will have our traveller call on you.

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE :

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

GLARING CUSTOMS TYRANNY.

IT seems impossible for any trade to escape annoyance at the hands of the Customs Department. Bookseller and Stationer's attention was called to the latest instance of petty Customs tyranny in Montreal the other day. A well known firm of fancy goods jobbers received at the Custom House a consignment of fishing rods. They passed the entry for these, but when the goods were opened at the examining warehouse a small lot of fishing rod ferrules was found among them. As they were not invoiced the Custom House officials at once jumped at the conclusion that it was a case of smuggling. They seized the lot, worth probably \$25, and notified the firm that they would be released upon payment of the duty. As they had not ordered the ferrules at all, they suspected that it was an oversight in packing at the factory in the sales. Their surmise was correct, for the manufacturers, when communicated with, promptly forwarded affidavits testifying how the mistake had occurred. This did not satisfy the Customs people, who again asked the firm to pay the duty. As the latter had not ordered the goods, and did not want them, they referred the authorities to the American manufacturers, stating that the latter were the people with whom they had to deal.

The officials refused to treat with the latter, and at the last sale of unclaimed goods sold the parcels of ferrules for \$3. Their course in this matter is quite on a par with other actions to which The Canadian Grocer and HARDWARE AND METAL have called attention from time to time. Their actions infer that in their opinion every respectable merchant is a thief trying to cheat the country out of its dues. This is about the best method of creating a thorough contempt for the law that could be devised. Another instance is to hand which strengthens what is said above. It is well known that violin strings are admitted free of duty. In a case of violins imported by the same firm, which were opened, a small parcel of strings were found. As they were not invoiced, this was also set down as smuggling and the parcel was confiscated. This is the height of absurdity. It is unreasonable to suppose that a firm of wide-awake merchants would be so foolish as to smuggle goods which they had only to declare as free goods. It was simply another case of mistake in packing, but the Customs people failed to see it in this light, and kept the goods. There is certainly room for sensible officials in the examining warehouse at Montreal. Some of the present staff don't seem to possess any discrimination at all.—Bookseller and Stationer.

TO SOLDER STEEL.

The Swiss Watchmakers' Journal says steel can be quite easily soldered if we brush it with a brass-wire brush until it is yellow; the yellow part, which is really a coating of brass, then takes solder easily.

FIRST OCEAN STEAMER.

F. C. Wurtele writes as follows to The Montreal Gazette: "The question of the 'first ocean steamship' to cross the Atlantic by steam alone, no matter from which side she started, has been definitely proved to have been the Royal William, built as a steamship at Quebec in 1831, and was sent by the enterprise of Quebec's merchants to England. She left Quebec on 5th August, 1833, for London, calling at Pictou, N.S.; leaving that port on the 18th, arrived, after a very tempestuous voyage, at Gravesend on the 12th of September, steaming the whole way across. It is unnecessary to give details of proof with which all Canadians are familiar.

"I have not seen the letter to which Mr. P. P. Brownrigg, Customs Agent at Dublin, Ireland, refers, but the tenor of his letter in The Gazette of 8th inst. shows that he is not as well posted in the matter of transatlantic steam navigation as he would so profess. The Davenant of 1819 was, as we all know, a makeshift sailer, not a steamer, and only used steam when possible, which was seldom, for her log relates how she hoisted the paddles on deck whenever the water became at all rough, but took good care to enter port in great form of paddle and smoke, hence she is out of the running. Therefore the Royal William of Quebec was 'par excellence' the veritable pioneer of transatlantic steam navigation. The Sirius and Great Western

appeared on the horizon five years later, and the English Royal William still later. For proofs and details I would refer your correspondent to the Report of the Secretary of State of Canada for 1894; also to that admirable and comprehensive work by the late Henry Fry, 'The History of North Atlantic Steam Navigation,' published in London, which contains the fullest information on that subject from the first ocean steamship down to the latest liners of 1895."

THE NEW BOAT.

The new steamer of the Niagara Navigation Co., to replace the ill-fated "Cibola," will, when completed, be, it is said, the handsomest craft sailing on the lakes. She is well built, has the most graceful lines, and is being painted and decorated from stem to stern with the high-class manufactures of the Canada Paint Co., Ltd., who make a specialty of marine paints and varnishes. The cabin decorations are under the supervision of Mr. John Dean.

"Sayin' de right thing at de right time," said Uncle Eben, "am er great gif', but not sayin' anythin' at de right time am mos' ez good an' er heap mo' reli'ble.—Washington Star.

Place one keg freshly slacked lime in the suspected room, and then hermetically close doors and windows. In twenty-four hours weigh the lime. If its weight has increased more than ten grammes (one per cent.) the room is too damp for health.

"What's in a Name?"

Not much in some—a good deal in others.

"No. 1 Furniture Varnish," "No. 1 Carriage Varnish," don't mean much nowadays. You can get anything you want labelled this way, and at any price you want, but you won't get anything more than you pay for, be sure of that.

Pratt & Lambert's No. 1 Furniture Varnish and Pratt & Lambert's No. 1 Carriage Varnish mean genuine No. 1 Furniture and genuine No. 1 Carriage Varnish. Always the same in quality, always the same in price. We don't sell our Varnishes at any price we can get, and then give you a Varnish to fit the price; we make a Varnish to suit the purpose, and then make the price—as low as we can afford to sell. This is what keeps P. & L. Varnish uniform. Does the plan commend itself to you?

THE COTTINGHAM VARNISH CO., LTD.

Makers for Canada of
Pratt & Lambert's Varnishes

Montreal

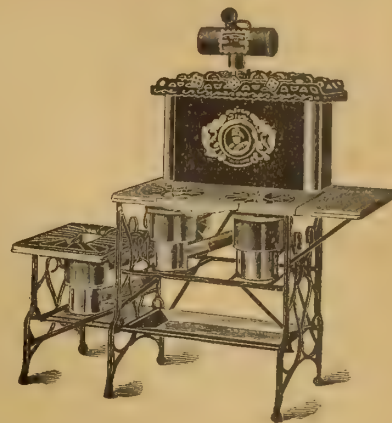
"RELIABLE"

Gasoline Stoves

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

EVERY

STOVE
GUARANTEED

The Hamilton Hardware Company

Limited

We carry the stock.

Write for Catalogue and Discount.

Sole Agents

Hamilton, Ont.

Representatives in Every Town Wanted

—FOR THE—

COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASHAN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell. Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms**VICTOR KOFOD,**Sole Agent for Canada,
45-49 St. Francois Xavier Street, MontrealANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.F. SHOLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

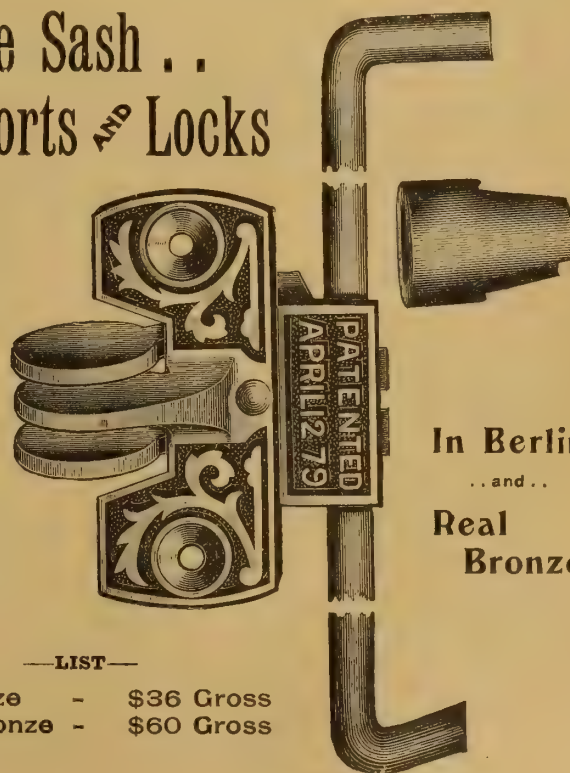
Made with our Patent Process Seamless
Tube, includingEngine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

Cooke Sash . . Supports AND Locks

In Berlin
..and..Real
Bronze

—LIST—

B. Bronze - \$36 Gross
Real Bronze - \$60 Gross

COOKE HARDWARE CO.

24 HUNTER STREET . . .

Hamilton.

HOW TO WRITE BUSINESS-PAPER ADVERTISEMENTS.

By Nath'l. C. Fowler, Jr., Doctor of Publicity.

ADVERTISING pays. Some advertising pays better than some other advertising.

The good of an advertisement is in how it looks and in what it says.

Don't make your firm name too prominent.

Advertise what you have for sale.

If you're for sale, advertise yourself.

If you have something to sell, advertise that something.

Have your name in type large enough for folks to see it, but not so large that they can't see anything else.

Don't put your name at top and bottom of the advertisement. Once is enough.

If you can, advertise specifically, not generally.

An advertisement shouldn't be like a business card. It should say something in particular.

Conventional advertisement writing pays.

Progressive advertisement writing pays better.

The advertising pages of a trade paper are departments of information. They rise above mere advertising space.

The trade paper advertisement is as much in the interest of the reader as for the advertiser.

Write your advertisements as you would a letter of solicitation, with more display to it, and with more brevity, your strong points being brought out in large type.

Don't ask people to send for orders. That's unnecessary. That's understood.

Tell people what you have. Use argument.

If your goods and your argument are not strong, then your advertisement isn't any good.

In the quality of your goods, and in your ability to write about them, is the selling strength of your advertising.

Plate No. 1 presents the conventional form of advertisement writing, with the firm name inserted twice, and in more prominent type than that used for the articles for sale.

Plate No. 2 presents the same advertisement as illustrative of the simple and effective modern style.

The typographical display of the second example gives the advertisement increased value, for in display, almost as much as in words, is effectiveness.

In sending advertising copy to a trade paper, always specify the words, or lines, you desire to have prominent. A good way is to underline the words or paragraphs, the very unimportant words not to be underlined, and one, two and three or four underlines to represent, respectively, the degrees of type sizes. The meaning of this under-

lining will be understood by all compositors. Whenever it is necessary to bring out one word, or line, in unusually large type, it is well to specify it with a note to that effect.

Plate No. 2 is so arranged that the two strong words stand in bold relief, and will be seen by even the casual reader.

It is always advisable to bring out some word, or illustration, as a sort of eye-arrester, in order that the skimming-over reader will absorb it if he gives only a glance at the advertising pages.

An advertisement must contain argument, and be of a typographical, or illustrative, character that will focus attention.

John Blank & Co.

MAKERS OF

Everything, Something, Most Everything,

AND

What You Want.

Our Blanks are the Best.

Your order solicited.

John Blank & Co. BLANKVILLE.

PLATE No. 1.

Best Blanks

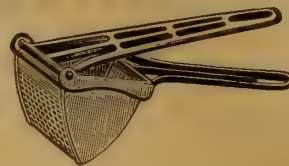
Quality guaranteed—
original excellence—
superlative effectiveness. All you want
when you want it.

John Blank & Co. Blankville

PLATE No. 2.

A POPULAR FRUIT PRESS.

The original Hennis fruit press shown in the accompanying cut is now being handled by the McClary Manufacturing Co., who hold the exclusive agency for Canada. This press is universally adopted as the best for all purposes, and is now low enough in price to be within the reach of everyone. As the season for their use is now approaching they have a large stock, and expect a much larger sale than heretofore, owing to the substantial reduction in price.



NINE MONTHS OF IMPORTS.

Imports of iron and steel into the United States during the nine months ending with March are given as follows in the report of the Bureau of Statistics:

	1895.	1896.
Iron ore	tons 175,316	607,186
Pig iron	" 11,271	68,213
Scrap	" 1,853	7,055
Bar iron	lbs. 23,308,761	41,343,911
Railroad bars	tons 315	1,056
Hoop, band and scroll	lbs. 386,515	36,168
Ingots, bloom, billets, etc. ..	" 21,044,921	56,076,354
Sheet plate and taggers	" 49,654,641	18,405,516
Ties for cotton baling	" 11,000	7,806,501
Tin andterne plate	" 389,751,473	315,480,412
Wire rods	" 41,319,292	48,665,547
Wire and wire rope	" 8,252,151	8,435,105

MINING ON RAINY LAKE.

The outlook for mining in the Rainy Lake district is most encouraging. Mr. W. G. Notley, mining engineer, who has placed the Regina mine on a paying basis, says there are now four mills with 50 stamps within a radius of 20 miles of Rat Portage, and there are in course of erection and contracted for four new mills operating 50 stamps. In addition 170 stamps will be working in the district inside of two months, or a total battery of 220 stamps, where there were but ten a year ago. The Mines Contract Company of London, England, and other strong mining corporations are securing properties on the Lake of the Woods and on the Seine River, and everything points to a season of great activity. The ore of the district is of a high grade, and free milling, that of the Sultana, Regina, Gold Hill, Little American, Empress, Sawbill, Lake Harold and other working mines averaging over an ounce of gold to the ton. New discoveries are reported nearly every day by prospectors.

BANKRUPTCY LAW IN THE U.S.

The Senate Committee on Judiciary, to which was referred the House Bankruptcy bill, has reported the measure to the Senate, with an amendment, striking out all after the enacting clause, and substituting the bill heretofore reported to the Senate. The House bill provides for both voluntary and involuntary bankruptcy, and the Senate bill for voluntary bankruptcy only.

Wire Cloth



Sand Screen Cloth

Fanning Mill and Threshing Machine Cloth, etc.

Green Painted Screen Cloth

Special Lath Cloth

Hardware Grade Cloth

Milk Strainer Cloth

Honey Extractor Cloth

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS

DROP FORGINGS

RIVET IRON

SET SCREWS

STAY BOLT IRON

CARRIAGE IRON

AXE IRON

AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph



The kind that give satisfaction all
around—offering honest value, are

Oxford Gas Ranges

AND

Quick Meal Gasoline

Stoves . . .



YOU are bound to do a rushing trade in these two lines for summer use. The **Gas Ranges** are of unequalled mechanical construction with specially perfected **valves and burners**, while these famous **Gasoline Stoves** have a world-wide reputation for their splendid merit and are the quickest sellers you can find.

We are sole agents for Canada. See our catalogues for full details about the many sizes in each.

The GURNEY FOUNDRY CO. Ltd., TORONTO, ONT.

The Gurney Massey Co. Ltd., Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 15, 1896.
HARDWARE.

THERE has been no change of importance in the position of general hardware, except the advance last Saturday in cut nails, to which reference was made last week. Business on the whole has exhibited an increased volume during the week, and attention has been well distributed to all leading lines. Cut nails have been asked for to a fair extent, and the same can be said of wire nails. Both barbed and plain wire have been more active, and horse nails also were evidently wanted, if orders received are any criterion. The movement in builders' supplies shows expansion, and bolts, cordage, green wire cloth, in fact, almost all seasonable lines, show more life. The same remarks apply to cutlery and sporting goods, there being an increased demand for both during the week, but more especially the latter. Payments are not quite as satisfactory as they might be.

PLAIN WIRE—There has been more business doing during the week, many good sized orders being sent out. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—There has been an active demand for barbed wire, chiefly on western account. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—There was a good trade in cut nails up to the close of the week. Since then demand has not been so brisk. The advanced prices are now in force as follows, viz.: \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—These have been moving out in a moderate way. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—There has been a better enquiry for these and a good week's business is noted. Discounts are 50 per cent. off the list.

HORSESHOES—Business continues dull. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

SCREWS—Business in screws was fair during the week. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—A fair demand has been noted for tacks this week.

BRASS AND COPPER WIRE—There is a fair quantity of both these lines moving out of jobbers' hands. Discount 12½ per cent.

CARRIAGE BOLTS—There is a fair demand and prices are steady. Discounts 60 per cent.

RIVETS—A fair trade is noted at former prices. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Quiet and unchanged at 50 per cent.

ROPE—There is a good fair demand for cordage, and prices are steady. We quote:

Sisal, 7c. for 7-16 and upwards and manilla, 9¼c.

BELTING—There is a fair trade in belting. Discounts are 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

BINDER TWINE—A fair trade is doing, orders being if anything a little larger. We quote: 6¼ to 8¼c. per lb., as to brand.

BUILDING SUPPLIES—There is a good demand from outside points in Eastern Ontario, but business in this city and province is dull.

CUTLERY—Demand is, if anything, on the increase both for table and pocket cutlery.

SPORTING GOODS—There is a good enquiry for all kinds of sporting supplies, though the actual movement as yet is moderate.

CHAIN—There is a fair trade passing in coil chain, with prices steady.

PLUMBERS' SUPPLIES—There is a better demand for these both on city and outside account.

GREEN WIRE CLOTH—The jobbing enquiry for this is well maintained, the aggregate volume for the week being large. We quote prices steady at \$1.50 to \$1.60 per 100 feet.

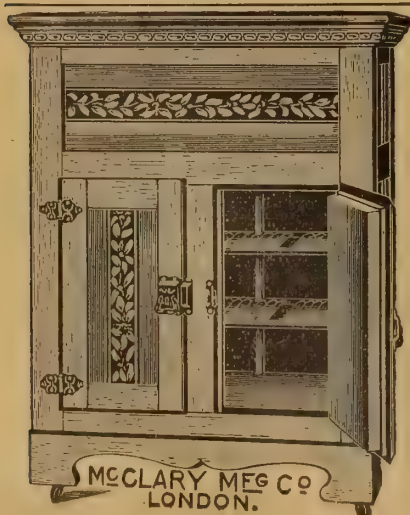
ICE CREAM FREEZERS—There is a fair enquiry, confined chiefly to the smaller sizes. We quote \$1.40 to \$7.

CLOTHES WRINGERS—Trade moderate and values steady at \$26.50 to \$27.

CHURNS—There is a fair demand for churns, the discount being 70 per cent.

TOOLS—A good active trade is doing in gardening and harvesting tools.

AXES—Quiet. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANGOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

Special Steel Tables for Tile
and Cement Fireproof Flooring

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Two Kinds

There are only two kinds of horse shoe nails made in Canada; the best—and the rest. There can only be one best; and there is no trouble in finding it out. It is the "C" brand made by us since 1865. Our nails are made from the best Charcoal Swedish Iron nail rods, hot forged, to patterns and proportions designed by us. Every nail is warranted perfect. Our name and brand is on each box. They cost the same price as others.

CANADA HORSE NAIL CO.
Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

ARBENZ'S RAZORS



LAMPLOUGH & McNAUGHTON

MONTREAL

BUILDING PAPER—There is little change in the trade except that prices are easier. We quote: Plain, 35 to 40c.; tarred lining, 45 to 50c., and tarred roofing, \$1.50 to \$1.60.

WARE—Ware of all kinds is moving in a satisfactory jobbing way.

CEMENT—Arrivals have been fair, but the bulk of them have gone immediately into consumption. Sales of 1000 casks Belgian p. t. on western account are noted. We quote ex wharf: English, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—There is a fair enquiry for firebricks at \$17 to \$22 per 1,000.

METALS.

There has been no radical change in heavy iron or metals during the week. Pig iron has sold somewhat lower ex wharf, while tin, Canada and galvanized plates are inclined to easier values, with sellers disposed to induce business. Bar iron is rather more settled as to values than last week.

PIG IRON—The chief business of the week has been ex wharf in Scotch brands, which have sold at somewhat lower prices, Summerlee changing hands at \$18.50 for 200 tons and Canon and Ayresome at \$18. Domestic has been offered at \$16.75, and no doubt this would be shaded. We quote: Summerlee and equal brands of Scotch, \$18.50 to \$19; Canon, \$18, and Ferrona, \$16.50 to \$16.75.

BAR IRON—Values on bar iron have a more settled tendency, as the low-priced stock in jobbers' hands has been working off, and makers ask stiff prices. We quote \$1.55 to \$1.60.

HOOPS AND BANDS—Import orders have been placed that will cost less than \$2.25, laid down, but for spot business that price is the general idea.

SHEET STEEL—There is a quiet sort of trade passing in sheet steel. Basis steady at \$2.75 for 8 to 16 gauge.

SHEET IRON—Offers for forward delivery are made which would cost inside of the ruling spot prices. We still quote \$2.25 to \$2.50, however, as to gauge.

TINNED IRON—A few small orders are being moved at intervals. Prices are steady at \$5.75 up to 20 gauge.

LEAD PIPE—There is no change in this line. We quote 7 to 7½c., with 30 per cent. off.

PIG LEAD—A few fair-sized lots have changed hands. Prices are steady at \$3.20 to \$3.25.

GALVANIZED IRON—There is a fair business doing. Value are about the same, though it costs less than the ruling to lay down good makes on the wharf. We quote \$4.15 to \$4.20.

INGOT TIN—There is a fair demand for tin, and prices are steady at 16½c.

INGOT COPPER—A few lots have been moving at 11 to 11½c.

Pig Lead

PURE

HARRIS

HAS FOR SALE

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

SHEET COPPER—Enquiry has been greater, if anything, but prices are the same at a range of 15½ to 25c.

IRON PIPE—There is a fair demand for both black and galvanized. Discounts range from 65 to 70 and 10 off the list.

CANADA PLATES—A few round lots have been moved ex wharf at \$2.10, but we quote \$2.15 as the more general idea.

TIN PLATES—There is little change in these, the tone continuing easy. In fact, we hear of sales of cokes at \$2.50 ex wharf, but \$2.55 to \$2.70 is the range for jobbing sales, with charcoal \$3 to \$3.25.

TERNE PLATES—There is a good jobbing enquiry for ternes, and prices are steady at \$5.75 to \$6.25.

SOLDER—Prices steady under a fair jobbing demand at 11½ to 13c.

SHEET ZINC—Fair enquiry and steady at 4½ to 5c.

SPELTER—Business quiet, but prices unchanged on the basis of \$4.50.

ANTIMONY—Featureless at 10c.

GLASS.

Demand for window glass is on the mend, the volume of business during the week being larger. Prices are steady, as follows: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The business in paints and oils continues fair on the whole, and with the arrival of the first batch of ocean steamers, stocks of raw material in makers' hands are better assorted.

WHITE LEAD—There is a brisk enquiry for white lead. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Continues firm with demand moderate. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, 3¾c. in casks, and kegs 4c.

LIQUID PAINTS—Are in increasing demand, while prices are well maintained.

LITHARGE—Continues quiet and firm.

PARIS GREEN—There is a fair enquiry at last week's figures. We quote: Casks, 13c.; drums, 13¼c., and packets, 14½c.

LINSEED OIL—There is a good demand for linseed oil and prices are firm. We quote: One to four barrels, 53c. raw, and boiled 56c.; five to ten barrels, 52c. raw, and boiled 55c.

TURPENTINE—There is a fair demand for turpentine, and prices are steady at 43c., less 3 per cent. 30 days.

RESINS, ETC.—The chief feature in this line is the advance in cotton waste. We quote: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4½ to 5½c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

There is a fair demand for chemicals, and prices generally are well maintained. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb soda, \$2.25 to \$2.35; sal soda, 70 to 75c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$5.00; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$60 to \$70; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There is no change in petroleum. We quote as follows: Canadian refined, in car lots, 15½c., 2 per cent. off for cash; 5 to 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American prime white, 19c. in car lots, and 20c. in smaller quantities; water white, 20½c. in car lots, and 21½c. in small lots; astral, 22½ to 23½c.

HIDES.

Another advance of 10c. in the price of lambskins has been the chief feature of the week. Dealers now pay 25c. each. Beef hides are steady at 2 to 4c., as to grade.

ASHES.

There is no change in ashes, business ruling quiet. We quote first pots, \$3.50; seconds, \$3.25, and pearls, \$4.75.

MONTREAL NOTES.

Colored cotton waste is firmer at 4½ to 5½c.

R. A. McCready & Co. have been appointed to look after "S.S." powder in Toronto and west of that point.

The Arena Bicycle Co., of Chicago, have appointed the Montreal News Co. their agents for Montreal and Eastern Canada.

Lewis Bros. have just turned into stock a large shipment of sporting goods, consisting of Blue Rock pigeons and "Extension" and "Expert" traps.

The Walter H. Cottingham Co., Ltd., are making their first shipments of Sherwin-Williams paint to Anticosti for the new colony there this week.

Arrivals of cement this week are 2,000 barrels English, F. Hyde & Co. and Wm. McNally being the chief importers. Receipts of firebricks for the week were 140,000.

The hardware store of P. O. Tremblay, 1673 Notre Dame street, was burglarized on Friday night and a lot of valuable revolvers and other articles stolen. This is the second time in the month.

William Johnson, Dickson & Co., having sold their stock and business to A. Ramsay & Son, solicit for the latter firm a continuance of the trade of their numerous patrons. Mr. Dickson will remain in charge of this

department for A. Ramsay & Son, and guarantee to supply the well-known "Bulldog" brand up to the standard.

Geo. Rent, the well-known hardwareman of Halifax, was in town last week. Mr. Rent says that business is looking up down in the east, and that, if elections were over, business would be booming.

Garth & Co., 536 and 542 Craig street, Montreal, are manufacturers and sole agents for Canada of the "Twin Comet" lawn sprinkler. They have also been appointed sole manufacturers and agents for Canada for the "Little Giant" traveling lawn sprinkler. By means of a figured dial plate it may be set to travel any desired distance, stopping automatically when it has reached the end of its course. A moment suffices to change its speed from the highest to the lowest, and it may be gauged to distribute water effectively over a swath varying in width from 5 to 50 feet, while by simply throwing it out of gear it is instantly converted into a stationery sprinkler of exceptional efficiency. It is sold for \$15.

ONTARIO MARKETS.

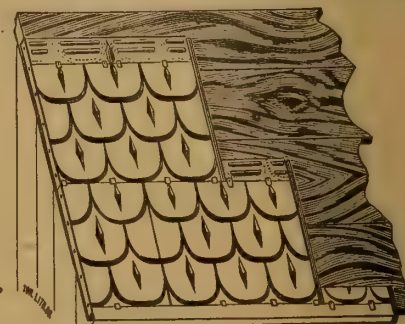
TORONTO, May 15, 1896.

HARDWARE.

THE week has not been marked by any new developments of a striking nature. The volume of business is much about the same as a week ago, although, if anything, it is scarcely as brisk, people seemingly being more interested in politics than in business just now. The increased price on cut nails comes into force on Monday, and since then there has been a falling off in the demand. A moderate business has been done in cut nails, and horse nails remain much as before. An increased demand is to be noted for brass and copper wire, while fence and barbed wire are in much about the same position as they were a week

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

ago. A freer movement is to be noted in rope, and a good many enquiries are heard for binder twine. Leather belting is selling a little better than it was, although there is no great movement to note. Green wire cloth is still moving fairly well for the season. Business in coil chain is practically at a standstill. Dealers report an improved business in ice cream freezers, but in these there is no great rush yet. Rubber garden hose is going out nicely. In building paper a decreased demand is to be noted. Payments, while fair in some localities, in others renewals are being asked for.

FENCE WIRE—Business is much about the same as a week ago, some fairly good shipments going out. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Business during the past week has continued fairly good, although it is not yet what might be termed active. We quote: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—As intimated last week the price advanced 15c. per keg, and since then there has naturally been a falling off in the demand. The base price is now \$3.75 per keg, with a rebate of 5c. allowed to retailers. Freight is prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—A fair trade has been experienced during the past week, and some houses report that orders have been a little larger than for some time. The discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—The improvement noted last week appears to have been maintained. Discount is unchanged at 50 per cent.

HORSESHOES—Dulness is still characteristic of this line. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Trade is moderate and without any special features. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½; and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—There is a good trade doing on country account, but in the city business seems to be as quiet as ever.

BRASS AND COPPER WIRE—The demand has increased during the past week. Discount 12½ to 15 per cent.

METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

CARRIAGE BOLTS—Business is moderate and prices unchanged at last week's advance. Discount is 60 per cent. off the list.

RIVETS AND BOLTS—There is just a moderate trade doing, and prices are unchanged. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Orders are now coming in quite freely. The retail trade can run no risk in ordering at the present time, as prices are fixed by the manufacturers. Should, however, the makers be compelled to lower their prices between this and the end of the season, **HARDWARE AND METAL** is informed that the trade will receive the benefit of any reduction. It is claimed that present indications point to a scarcity on the Canadian market. This, however, remains to be seen. We now quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¾c. per lb.

ROPE—This has been moving out more freely during the past week. The increase is principally in manilla, some large shipments having been made during the past week. We quote as follows: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Trade is a little better than it was. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Trade remains much about the same as it was a week ago, business being of a fairly sorting-up nature.

SPORTING GOODS—There is scarcely anything doing yet in firearms, the little demand that there is being chiefly for ammunition. Fishing tackle is going out fairly well.

GREEN WIRE CLOTH—There is still a fairly good demand, although the season is now pretty well over. We quote \$1.50 per 100 square feet.

COIL CHAIN—Business is practically at a standstill. Ruling quotations are: Quarter inch, 4¼c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded a little.

PLUMBERS' SUPPLIES—Business is much the same as it was a week ago, being fairly good on country account.

ICE CREAM FREEZERS—Trade is a little better than it was a week ago. There is not, however, any great activity. The trade is looking for that next month. We quote prices from \$1.40 to \$7, according to the capacity of freezers.

CLOTHES WRINGERS—The few shipments which have been received by jobbers do not seem to have helped them very much, as stocks are still light. We quote \$26.50 to \$27 per dozen.

CHURNS—Business in this line is less active than it was a week ago. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Business is much as before. Harvest tools, garden tools, hose reels, spray pumps and garden shears and similar lines being fairly active.

RUBBER HOSE—The demand for this is beginning to open up, and there is a fair trade doing. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—The demand has not been quite as good as it was a week ago, but a good many orders have gone forward, included in which were a number of carload lots for which orders had been booked some time ago. We quote: Plain building, 40c. per roll; tarred lining, 50c.; tarred roofing felt, \$1.50 to \$1.60 per 100 lbs.

POULTRY NETTING—Is still being called for regularly, but orders are not for large quantities.

TINWARE—Trade in tinware is hardly up to what it was a week ago. For granite-ware, however, the demand is still active.

METALS.

The metal trade has not developed any strikingly new features during the week, both the volume of business and prices being much as a week ago.

PIG IRON—There is not much doing, although the demand for domestic iron is, if

anything, a little better. We hear of a few transactions in Siemens pig at \$18 for odd carload lots of No. 1. Some very low quotations on American pig are reported, but we have been unable to confirm them.

BAR IRON—There is scarcely anything doing. The idea as to base price is \$1.55, f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade continues fair at \$2.30 to \$2.35, according to quality.

SHEET STEEL—There is not much doing. We quote as follows: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; No. 2 "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—The quiet condition noted last week continues. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Orders are still as a rule small. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—Trade continues fair. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Business is brisk at 3¼ to 3¾c.

GALVANIZED IRON—Import orders are being booked and there is a fair demand from stock. We quote: "Queen's Head" and "Gordon Crown" brands at \$4.35.

INGOT TIN—The improvement noted last week has been fairly well maintained. The idea for small quantities is still 16½ to 17c., but larger quantities can be obtained at lower figures.

INGOT COPPER—Trade continues fairly good at 11½ to 12c.

SHEATHING COPPER—Roofing and braziers' copper is in good demand. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—There have been quite a number of enquiries for galvanized iron and a number of fair-sized orders have gone forward. Stocks of galvanized pipe are low, but an improvement in this respect is expected within the next few weeks when fresh shipments arrive. We quote: English, ¼, ¾ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ¾ and ½-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—There is still a nice business being done, and the trade appears to be about equally divided between Canadian and American makes. We quote as

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .



Stearns Bicycle

The modern wheel for modern wheelers—the lightest of the strong—the strongest of the light.

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

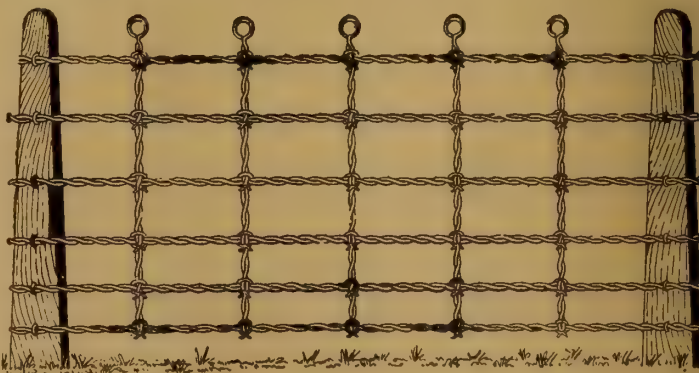
BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers **MONTREAL BRANCH, 301 St. Paul Street**

The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



THE COLLINS MANUFACTURING CO. 66 Esplanade St West Toronto, Ont.

"CRESCENT" STEEL ENAMELLED WARE . .



We are improving the quality all the time, and are now turning out goods equal, if not better, than any imported.

WRITE FOR PRICES

The THOS. DAVIDSON MFG. CO. Ltd., Montreal

follows: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—Outside the import orders being booked there is very little doing. We quote as follows: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—There is no special feature to note in connection with this line, trade being only fair. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade continues to improve. Discount is unchanged at 60 per cent.

SHEET BRASS—The activity noted last week has been maintained, and prices rule firm. Discounts, 25 to 33½ per cent., according to size of order.

TERNE PLATES—The demand keeps up fairly well with the best brands still ruling at \$6.

SOLDER—Trade keeps fair at 11½c. for standard and 12c. for half and half.

ZINC SPELTER—Business is moderate only. We quote: Imported, 4¾ to 4½c.; domestic, 4c.

SHEET ZINC—Trade is quiet at 4¾c. for cask lots, and 5 to 5¼c. for small lots.

ANTIMONY—Cookson's continues in good demand. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

GLASS.

There is not a great deal doing in window glass. Spring shipments are expected to arrive within the next few days. A few lots of plate glass are going out, but taking it all round there is not much doing. We quote: Window glass, from stock, \$1.15 to \$1.25 first break in 50-foot boxes, and \$2.20 in 100-foot boxes.

OLD MATERIAL.

There is a good deal of material coming forward now, but there is not much demand. We quote: Agricultural scrap, 50 to 55½c. per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2½c.; zinc, 1¾ to 2c.; scrap rubber, 3½ to 3¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

Stimulated by the fine weather there has been a good, brisk demand for painters' materials of all descriptions, and a much better feeling prevails in this department. Resin

has advanced about 75c. per barrel, and red lead is held almost at a premium, so bare is the market of stock. White lead is meeting with a ready sale at quotations of last week; so much so, that the popular brands are really in short supply. Roof paints, shingle stains and artists' supplies are being enquired for. Putty, litharge and orange mineral are quiet but firm in price. Paris white, kalsomine and whitening are in fair request. Liquid paints are experiencing a small-sized boom, the tendency being more pronounced than ever to purchase paints in a handy form. Linseed oil is easier in England, prices there being lower than they have been all the winter. The Canadian crushers have also reduced their figures 1c. per gallon, and there is likely to be a reduction in the wholesale price by the time this issue is in the hands of our readers. Advices from the south report that the crop of spirits of turpentine will be large and the feeling there is easier in consequence.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to \$4; dry white lead in casks, \$4.50; red lead, \$4.25 in casks, \$4.50 in 100-lb. kegs; No. 1 ditto, 25c. less per 100 lbs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages,

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 44½c.; 5 to 9 barrels, 43½c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 3c. per gallon less.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at 5½c.

CALFSKINS—6c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.10 to \$1.25.

WOOL—Trade dull and prices unchanged. New fleece, 18 to 20c., and unwashed, 11 to 12c. Pulled supers are 20 to 21c., and extras, 22½ to 23c.

TALLOW—Unchanged at 3½ to 4c. for rendered and 1¼c. for rough.

PETROLEUM.

Trade is fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon safety, 18c.; Canadian, water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

TRADE NOTES.

The Booth Steel-Clad Bath Co. are very busy in their factory just now.

A shipment of scales from the Gurney Scale Co., of Hamilton, is just to hand with H. S. Howland, Sons & Co.

Sanderson Percy have arriving a shipment of Berger's English paris green, ex ss. Montevidean.

The James Robertson Co., Ltd., are busier in their plumbing department just now than they have been since opening it.

H. S. Howland, Sons & Co. are in receipt of a shipment of ice chisels and ice tools; also Boker's fence pliers in all sizes, and orders can be filled promptly.

The new dry color factory of the James Robertson Co., Ltd., is being fitted up with

electricity, which will also be the motive power.

A fairly good trade has been done in stoves this spring, but the chief attention is now being given to gas and gasoline stoves and ranges.

The James Robertson Co., Ltd., report a good demand for their line of lawn sprinklers, especially the "Crescent Arc" and "Wolverine."

H. S. Howland, Sons & Co. report a good demand for lawn mowers, garden shears, garden or floral sets and screen doors and windows. They are just in receipt of a carload of the latter.

M. & L. Samuel, Benjamin & Co. are in receipt of a shipment of "Little Giant" scythes, both wide and narrow heel. This is an American scythe, and finds a ready sale amongst the trade on account of its excellent value.

H. S. Howland, Sons & Co. have sold a large quantity of butter prints this season. They are offering a square-shaped print at special prices. They also have a fine line of maple butter-bowls from 13 to 21 inches.

M. & L. Samuel, Benjamin & Co. are showing some nice lines in "Enterprise" oil stoves at very low prices. They also have a French oil stove, which is a good seller. Cuts of these will appear in next week's **HARDWARE AND METAL**.

Said a representative of H. S. Howland, Sons & Co.: "It pays to advertise a good thing. It paid us to advertise in **HARDWARE AND METAL** the 'White Mountain' freezer. Our advertisement has brought in a large number of orders during the week."

M. & L. Samuel, Benjamin & Co. are in a position to execute promptly orders for all kinds of horse clippers. Their stock comprises the following makes: Newmarket, Victor, Mitchell's Dandy, Ascot and La Nouvelle.

Shingle stains for lakeside and suburban residences are becoming very fashionable. They not only preserve the life of the shingle, but give a finished and artistic effect to the roof of the dwelling. Through the local jobbing trade the Canada Paint Co., Bay street, Toronto, have received some very large orders for shingle stains for ship-

Central Business College

TORONTO AND STRATFORD.

Two great business schools under one management. Students admitted at any time. Free circulars.

SHAW & ELLIOTT, Principals.

BUSINESS FOR SALE.

A N OPPORTUNITY.—A RETAIL GENERAL Hardware and Paint Business in a fine, growing western factory town. Invoice about \$2,500. Owner is not practical—only reason for selling. This is one chance in a thousand.

(20)

Apply to P.O. Box 634, Montreal.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.



"BUILD TO-DAY THEN, STRONG AND SURE. WITH A FIRM AND AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD an advertisement in the **CONTRACT-RECORD, TORONTO** will bring you tenders from the best contractors.

ment to the Muskoka Lakes and other popular summer resorts.

The R. A. McCready Co., Ltd., intend putting up a magnificent new building, and have to vacate their present premises by June 1st, next. It will pay to read their advertisement, as they are offering large discounts in order to clear out their stock before moving to temporary premises.

UNITED STATES MARKETS.

NEW YORK, May 15, 1896.

PIG TIN—The general tone of the market was much the same as it has been for several days. Speculation continues tame, almost dead in fact, and purchases by consumers and jobbers are only fair. Prices hardened a trifle, however, in response to cable advices from London quoting a slight advance in prices there. Metal Exchange contract quotations moved up to 13.40 to 13.45c. for early deliveries and 13.50 to 13.55c. f.o.b. seemed as low as five-ton lots for prompt shipment could have been secured elsewhere at the close.

COPPER—There were some indications of a little increase in business, and more inquiry also in Lake Superior ingot and electrolytic copper. Particulars regarding the extent of the business, or for what purchases were made could not, however, be ascertained. Whatever the facts in this connection, it was clear that offers to sell were more reserved than for a little time past, and firmer in some instances. Fair quotations are 10¼ to 10⅞c. for Lake Superior, 10½ to 10⅞c. for electrolytic, and 10½ to 10⅞c. for casting stock, as to brand. The London market was cabled slightly higher.

PIG LEAD—Comparatively few and only moderate sales are being made in this quarter, and inquiries are still chiefly for car-load lots. The latter can be secured easily at 3.05c., and larger quantities probably at a shade less. London cable quoted a decline to £11 on soft Spanish.

SPELTER—The market is a shade firmer, with lighter offering here, and some brands practically withdrawn for the time being. Under 4⅞c. seems now to be the exception, and 4.15c. upward is asked for delivery here or at common point. London cable quoted an advance to £16 17s. 6d. for good merchant brands.

ANTIMONY—Dealings continue moderate and prices vary little from 7½ to 7¾c. for Cookson's, 6⅞ to 6¾c. for Hallett's and 6½ to 6⅞c. for Japanese.

TIN PLATE—A merely routine sort of business is passing in this market at present, and enquiries from cannery and can makers are moderate also. As yet the quieter condition of trade has had no perceptible influence upon prices, but the tone of the market is hardly as strong as it was a week ago.

IRON AND STEEL—Pig business continues slow. Enquiries are as few and as tame as for some time past, and individual orders are confined almost wholly to small lots. Prices are barely steady. Old material remains without change in price and sells slowly.

WALTER GROSE 30 St. Dizier Street . . MONTREAL

Representing Manufacturers of

Brass

Sheets, Chain, Butts,
Rings, Handles, Nails,
etc.

Lamp

Burners, Trimmings,
Stoves, Wicks, etc.

Lanterns

Tubular, Railroad,
Bicycle, Brass, etc.

Bells . .

Strapped, Open,
Shaft, Saddle, etc.

Halters

Rope, Web,
Leather.

The Celebrated Peterboro' Locks in Iron and Bronze finish.
Door Knobs in great variety, and full line of Builders' Hardware in latest patterns and finish.
... WHOLESALE ONLY ...

ESTABLISHED 1856

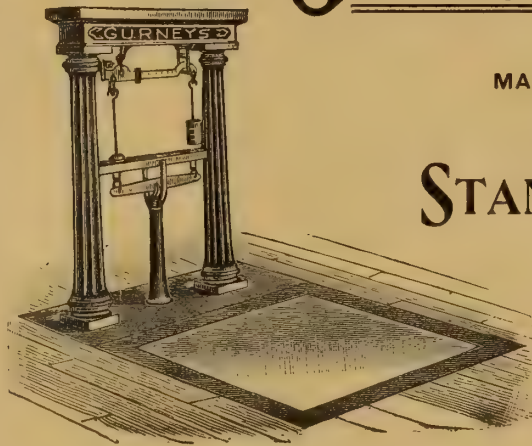
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

CARRIER, LAINE & CO.

264½ St. Joseph St.
QUEBEC

145 St. James St., MONTREAL

LEVIS, QUEBEC

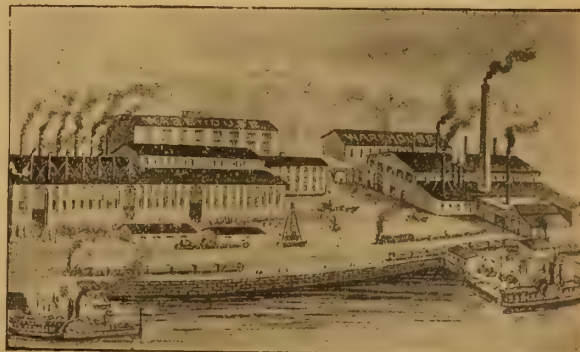
Engineers, Machinists,
Founders,
Boiler Makers,
Bridge Builders

AND

General Contractors

Architectural and

GENERAL IRON AND STEEL WORK



Parties desiring first-class work should communicate with us before placing their orders.

WE ARE HANDLING ONLY

"Hammer Brand"

Window Glass
this season

and having just received our first spring shipment are in a position to fill all orders for **Star, Double Diamond, or Picture Glass.** With this shipment we have also a large consignment of **Colored, Enamelled** and other ornamental glass. **WRITE US FOR PRICES.**

STEWART & WOOD

82 and 84 York St.
Glass, Oil and Color Merchants

Toronto

DEATH OF JOHN S. BESSONETT.

The death occurred last evening of one of the oldest and most highly respected citizens of Halifax, John S. Bessonett, in his 91st year. Mr. Bessonett was at one time a member of the hardware firm of Bessonett & Brown, which did business some 50 years ago on Water street, in a wooden building on the lot where A. M. Bell & Co.'s store now stands, Mr. Brown, of the firm, being the father of the present city treasurer. Shortly after confederation, when the appraiser's office was established, Mr. Bessonett became one of the chief clerks therein, but was superannuated some years ago. He was contemporaneous in that office and also in business with John F. Munsey, who died at Dartmouth a few months ago. He was the father of the late Mr. Bessonett, of the firm of Bessonett & Wilson. The deceased was a hale and hearty man and quite active up to a few days before his death. He was an upright and honorable citizen and highly respected by all.—Chronicle, Halifax, May 8.

LAKE OF THE WOODS MINES.

Messrs. Halstead and Baby, the mining experts from Rat Portage, returned home yesterday: "We have pounded a great deal of rock while we have been here," said Mr. Baby, in the morning, "and we have convinced the Winnipeg public that they

have better mines at their door than there are in the Kootenay or any other Canadian district."

A syndicate of three Winnipeg gentlemen will take hold of one of the Rat Portage mines and commence operations at once. A mining expert will be sent down to look over the property next week.—Free Press, Winnipeg.

A SOURIS COAL BURNER.

The McClary Manufacturing Co. have just placed on the market a fire grate for burning the Souris coal. Up to this time the main difficulties with this coal have been that no grate seemed to be able to hold the coal long enough for it to be properly consumed, the coal going to pieces very quickly and falling down in the ash-pan through the grate.

The McClary people seem to have at last overcome this difficulty. The grate is made so that the holes admitting the air are covered by cones, which prevent the coal from falling down, but allow for plenty of draft. The whole thing may be turned, thus dumping all the clinkers and refuse at once.

The McClary people are adopting these grates on nearly all their cook stoves, and are sanguine that this has at least overcome the difficulty, which has prevented people from patronizing the Souris coal to any great extent, which is in a measure a home product.—Free Press, Winnipeg.

AMERICAN WIRE NAILS IN GERMANY

A special dispatch to The N.Y. Evening Post from Pittsburg says: "The fact that the steel-wire nail combine is shipping nails to Germany at \$1 a keg less than the price to American jobbers for the home trade calls attention to the enormous profits of the combine and to the idiocy of a system which provides 'tariff protection' for it. Under the Wilson Bill prices of steel-wire nails have been advanced to home consumers in one year from 85 cents to \$2.45 a keg, although the price to exporters is \$1.45. The duty under the McKinley Bill was 1 cent per pound on cut nails and 4 cents on horse-shoe, or \$1 a keg on cut and \$4 on horse-shoe. The tariff levied by the Wilson Act is 25 per cent. ad valorem.

"It is stated on the best authority that the Consolidated Steel and Wire Co. is earning at the rate of \$4,000,000 or 30 per cent. for the year. On equally good authority it is announced that the earnings for 1895 were 27½ per cent. The company has an annual output of about 288,000 tons of rods, 482,000 tons of plain wire, 160,000 tons of barbed wire, and about 3,000,000 kegs of wire nails. It does about 65 per cent. of the barbed-wire business of the United States, and 45 per cent. of the wire-nail business, while it does over three-fourths of the export business in barbed wire. It has paid 10 per cent. dividends since its organization in 1892."

Building Sale

We intend rebuilding our present premises immediately, and have to move to temporary stores to let the builders in. It costs us more to move than to cut off the prices. We give you this in large discounts by taking goods in lots. Everything must be cleared out by June 1st, as we open the new building with brand new stock.

The R. A. McCREADY CO., Ltd.

149 Yonge Street, Toronto, Ont.

MOVING DAY.

In some sections of the country May 1 is the time when the family home is changed from one location or house to another, says a writer in Metal Worker. Incidental to the moving is the purchase of many small necessities which have seemed unimportant until this time. Those who make a specialty of house furnishing and hardware with their stove business and shop work will do well to make some little preparations, and call attention to the moving day near at hand. If the show window is arranged with tack hammers, tack pullers and carpet tacks, with the notice: "You will want them when you move," it is quite probable that some increase of trade will be found in these goods. Screw drivers, hatchets and small saws are also often needed. It is the custom in many parts of the country to provide a sumptuous dinner for those who aid in the work of moving, so that a demand for pie plates, pudding dishes and other cooking apparatus may be anticipated and can be used to complete the moving display in the show windows. Those who sell stove repairs can call attention to the probability that the family stove will be called on to do extra work at this time, and should be put in good repair. If the goods are displayed so as to attract attention and a few cards are used to call attention to articles that are likely to prove useful, they will be a means of bringing enough buyers to the store to repay the energy expended.

TIN MINING IN AUSTRALIA.

Tin mining is carried on successfully at Mt. Bischoff, Australia. The Australian Mining Standard, in a recent description of this mine, says there are fifteen batteries of five stamps each, from which the pulverized material runs into spitzluten and spitzkasten to be classified. The coarser portion is treated on fifteen pairs of two seive jigs, the tailings from which pass into ten concave buddles. The fine material is washed on convex slime tables, the tailings from which also run into buddles. In the sheds there are in all twenty-three buddles, twenty-four single slime tables, ten double slime tables, and two triple slime tables. The ore is finally cleaned in boxes and tossing tubs.

PERSONAL MENTION.

Mr. J. P. Steadman, manager of the Gurney Scale Co., Hamilton, was in Toronto on Thursday.

Col. Massey, president of the Gurney-Massey Co., Ltd., Montreal, and Mr. R. J. Lockhart, secretary of the same company, are in Toronto this week.

Mr. Merrill, representing Thomas Ellin & Co., of the Sylvester Works, Sheffield, Eng., is making his annual tour of the trade in Canada. He was in Toronto this week and reports trade steadily increasing. He is

of opinion that the cutlery of Sheffield have seen the last of the quiet times. He says that in both Canada and Great Britain Sheffield cutlery is increasing in popularity, many dealers in both countries having become dissatisfied with European continental goods which they had stocked.

Mr. F. F. Skinner, treasurer of the Gurney Foundry Co., Ltd., has so far recovered from his recent severe operation as to be able to take a trip to Boston, on business and pleasure bent.

SOME WONDERFUL IMPROVEMENTS

In another part of this issue will be found the advertisement of the Double Truss Cornice Brake. This brake has been on the

market for some time, and has given entire satisfaction. Some wonderful improvements have recently been made, and the brake is now what might be termed a model of perfection. Owing to the ever-increasing demand for a good substantial brake at a small cost, the patentee, at great expense as well as trouble, invented an entirely new and improved mechanism throughout for the working parts, which, in combination with the double truss system of stiffening the leaves, makes it a thoroughly first-class brake in every sense of the word. The machine is manufactured in Buffalo, and the well-equipped factory there is taxed to the utmost to keep up with the orders, the employees being compelled to work overtime.

**EVERYBODY
PUSHING
THEM!
EVERYBODY
AFTER
THEM!**



When

a man sees a good thing he pushes it and makes money out of it. We have been trying to give our customers a good thing for years, and have succeeded so well with

UNICORN MIXED PAINTS that we have turned out more this spring than ever before. We are not talking through our hat now—once we get a customer we never lose him, because once used the paints sell themselves. We can keep our price just right because we sell such large quantities. As for quality, we prefer to let you judge that for yourself. Let your customer get hold of it and it is **UNICORN** every time.

Manufactured only by

A. RAMSAY & SON
Montreal

Rods,
Flies, Single, Double
and Treble Hooks, Trolling
Spoons, Phantom Minnows, Lines, etc.

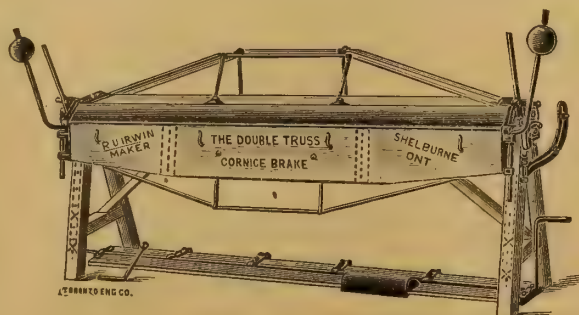
--- FISHING TACKLE ---

The largest and most complete assortment of Tackle
in the country.

**PORTER,
TESKEY
& CO.**

Tennis Goods a Specialty
(WHOLESALE)

**454-456 St. James
Street
MONTREAL**



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

ELECTRIC MOTIVE POWER.

RUFUS HILL, master mechanic of the Pennsylvania, who has been detailed to examine the latest developments in the application of electricity to railway service, now on exhibition in New York, has made the following interesting statement:

"Last summer the Pennsylvania made their initial experiment in the use of electricity on an established steam line from Burlington to Mount Holly, in New Jersey. The success of this experiment was quickly seen to be beyond question. Within a month after the equipment was completed, the time schedule was made at the rate of over 60 miles an hour, with frequent trains. The service has been found to be far superior to anything known in steam railway practice, and the economy in operation has been more than we expected. An electric locomotive has been applied not merely to the haulage of trains, but to all the switching service in the yards and the various kinds of service of that nature. The Pennsylvania, as is well-known, has an innumerable number of branches from the main line which have been seriously affected during the last few years by the competition of the trolley lines in the various towns. They have, in many instances, taken away 50 per cent. of our business, and we were absolutely forced to adopt electricity ourselves—at least on these shorter lines. We have had from the first the invaluable assistance of the Westinghouse Company and the Baldwin Locomotive Works, who have been working in harmony to solve the problem. The Baldwin Loco-

motive Works have been established over 50 years, and are the leaders in their branch of the business, and the Westinghouse Company, with their magnificent staff of electrical engineers, have given us the benefit of their knowledge in their own specialty. In addition to this, the best talent at our disposal has been called upon to present to these two manufacturing companies the various apparent obstacles in the way of complete success. We believe now that every difficulty has been overcome, and, while we do not any of us care to make predictions which might seem rash to the general public, we believe that inside of five years the greater part of the entire Pennsylvania Railroad system will be operated by electric locomotives in place of steam. One of the serious drawbacks up to this date in the application of electricity on trunk lines has been the question of transmission of power. About 15 miles has been considered the limit of economical transmission, and this, of course, would necessitate the establishing of power houses every 30 miles over our entire system. The interest of the investment necessary for these power houses would have been prohibitive. Now we see that Tesla has perfected a system that will cover this point."

BENGAL LINSEED MARKET.

In a review of the Bengal linseed shipment season, which is now practically over, a Calcutta paper remarks that the clearances during the twelve months which ended on February 29th were considerably below the average, the total being 139,910 tons,

as against an average of 259,183 tons during the previous eight years. This falling off bore out the prediction of the Director of Agriculture at Bengal that the crop of 1895 would be only about a "ten anna" one. It is added, however, that the reduced shipments appear to have been quite adequate for the requirements of European crushers, judging from the prices quoted in London for Calcutta linseed for some months past, for which it is inferred that supplies are now being procured elsewhere on more favorable terms.

SHIPMENTS.

The shipments of crude and refined, reduced to crude equivalent, which left here over the lines of the Grand Trunk and Michigan Central Railways for the month ending April 30, 1896, are as follows:

GRAND TRUNK RAILWAY.		
Crude.	Refined.	C. Equiv.
14,320	12,940	46,670
MICHIGAN CENTRAL RAILWAY.		
Crude.	Refined.	C. Equiv.
2,033	8,972	24,463
16,353	21,912	71,133

—Advertiser, Petrolea.

HE WAS TAKEN IN.

A stranger arrived in town the other day, says The Hotel Mail, and hearing the hotels were crowded, told the cabman to drive him to some hotel that does not advertise. He knew there he could get a room. The cabman inquired of a fellow Jehu, and they drove to it. The clerk was asleep, but they awakened him, and the stranger had his choice of the best room on every floor. There is a moral to this little truthful incident as plain as the Statue of Liberty to all on deck on the steamers coming up the bay.

We Recommend

Because we know they will satisfy you.

For **Speed, Strength, Design and Finish** they are unsurpassed.

Honestly made by skilled workmen, from the best materials, yet selling at honest prices, and our guarantee with each wheel. What more could you want?

Agents wanted everywhere. Send for our catalogue for full information.



Griffiths' Cycles

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

The

Scientific Varnish Mfg Co

TOP DRESSING

For Carriages,
Dashes, etc.,

is a splendid article to sell. Try it and you will always keep it.

Telephone 2905. TORONTO

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

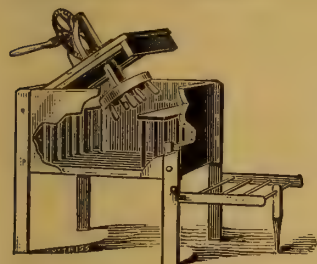
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

TO SEE THE TZAR'S CORONATION.

LATE advices from Mr. Eddy, who was then at Karlsbad, tell of his intention to be present to witness the coronation of the Tzar of all the Russias, which event is soon to take place and about which so much has been read and heard of. The gorgeousness of the ceremony and prodigality of wealth in direct contrast to the poverty and slave-like existence of the Tzar's subjects makes this event all the more interesting, and the international importance attendant upon it is such that ambassadors and representatives from all the courts and republics in the world will be witnesses. Li Hung Chang, with his famous peacock feather and numerous retinue, will represent the Chinese Empire.

Had Canada been an empire or a republic, necessitating sending someone to represent her at this coronation, it would perhaps have been difficult to have chosen a better man than Mr. Eddy. Mr. Eddy is a good specimen of the shrewd, successful Canadian, and will well represent this country, even in an unofficial manner.

Mr. Eddy at first proposed attending the Derby this spring, but says that the Derby happens every year, and as the coronation of a Tzar is not likely to occur again in his lifetime he chose the latter this year and hopes to "do the Derby" next year and thereafter.

TEST ALL THINGS.

The merchant who takes the trouble to weigh, count, or gauge everything he buys can often undersell the dealer who considered it a waste of time to thus check the shipper's billed figures, says an exchange. It is not that many shippers are occasionally subject to fits of dishonesty, but that mistakes are liable to occur in the most carefully conducted shipping department, and quite often errors of this character will be found to favor the interests of the jobber or manufacturer. Take nothing for granted when goods are received, and don't forget to examine the quality of the consignments. Remember, that the articles you send out are advertisements of your business.

REVISED PSALM OF LIFE.

At twenty, when a man is young, he thinks he knows it all; he likes to wag his active tongue and exercise his gall; he struts around in noble rage; the world is all his own; he laughs to scorn the world of age, and lists to self alone. He wears a window in his eye to see his whiskers grow; he thinks the ladies pine and die because they love him so. At forty, as you may suppose, he's knuckled down to biz; 'tis not till sixty that he knows how big a chump he is.—Ex.

Ransom Kozle has opened a blacksmith shop next to Pierce's livery on John street, Aylmer.

HENRY BOKER'S



Special Tree stamped, Warranted

FENCING PLIERS

Unsurpassable in quality and pattern.

Rice Lewis & Son TORONTO.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.
NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
Thos. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

NO NEW features have developed in the plumbing trade during the week. Business has not yet reached a point that will allow of much boasting, although some of the master plumbers are kept pretty busy. There has been a good deal of figuring on jobs during the past week, which may or may not amount to much.

WILL LIKELY BE AN AGREEMENT.

I got the names of the officers of the Association of Manufacturers and Dealers in Plumbers' Supplies a little mixed up last week. Mr. A. A. McMichael, of the James Robertson Co., is president, and Mr. A. J. Somerville, of the Ontario Lead and Barb Wire Co., is vice-president, and not vice versa, as I had it. On Monday night a joint meeting of the committees representing the Association of Manufacturers and Dealers in Plumbers' Supplies and the Master Plumbers' Association was held, with a view to arriving at an agreement whereby the former will refrain from selling to other than qualified master plumbers. One of the manufacturers with whom I subsequently conversed stated that the negotiations were progressing smoothly with every prospect of their leading to an ultimate agreement.

CONTRACTS AWARDED.

Worthington, Garratt & Armstrong have secured the contract for the steam heating required for the new Jewish Synagogue in Bond street, Toronto.

The plumbing contract for the four stores being overhauled at 84-90 Yonge street has been awarded to the Bennett & Wright Co., of Toronto.

Burrow, Stewart & Milne, Hamilton, have secured the contract for heating and ventilating for the Emerald street Methodist church, Hamilton, and Snoddy Bros. the plumbing contract.

DOMINION PLUMBERS' ASSOCIATION.

A meeting that promises to be of great importance to the master plumbers of the Dominion will be held in Montreal on July 2nd next.

The meeting will discuss the advisability of forming a master plumbers' association that will take in all the local associations throughout the Dominion.

The Montreal Association has taken up the matter in dead earnest, as the following circular which they are sending out to all the local associations will attest :

GENTLEMEN,—From numerous enquiries received from all parts of the Dominion regarding the advisability of forming a master plumbers' association for the Dominion, it is considered that the time has arrived to take this important and necessary action. As someone must make the first move towards so desirable an understanding, the Montreal Master Plumbers' Asso-

ciation has decided to call a meeting of delegates to be held in Montreal in St. Joseph's Hall on July 2nd next, at 10 a.m. You are requested to send at least one delegate with credentials and full instructions and powers to represent your association, also to notify the master plumbers of other cities, towns and villages in your vicinity or district in order that the meeting shall be as large and representative as possible. When the Dominion Association is formed it is the intention to request affiliation with the Master Plumbers' Association of the United States. Soliciting your early reply with a full and free expression of your views and the number of delegates likely to be present from your district.

I am, yours respectfully,

J. W. HUGHES,

Corresponding Secretary, Montreal Master Plumbers' Association.

NOTES FOR PLUMBERS

Building operations are brisk in Rothwell, Man.

John W. Oldfire has started a plumbing business in Kingston.

Napoleon Paquin and Jean Baptiste Gali-peau have registered a partnership to carry on business in Montreal as plumbers under the style of Paquin and Galipeau.

Permits have been issued in Hamilton to James Howard for a two-storey brick dwelling on Oak avenue to cost \$600, and to James Mercer for three brick dwellings at the corner of Cannon and Bay streets to cost \$3,000.

Building permits have been issued in London as follows : J. B. Tapp, a \$500 addition to a residence on Emery street ; G. A. McGillivray, alterations to a Dundas-street store, to cost \$1,000 ; Isaac Duffield, a two-storey double house on Horton street, west of Talbot.

Contracts amounting to a total of \$9,736.50 have been awarded as follows for the new Methodist church in Emerald street, Hamilton : T. Lovejoy, mason and brickwork ; R. Press, carpenter work ; Thomas Irwin & Son, iron work ; Hannaford Bros., plastering ; Snoddy Bros., plumbing ; Burrow, Stewart & Milne, heating and ventilating.

The Martin, Bole, Wynn Co. have plans out for a new wholesale drug warehouse to be located on the northwest corner of King and McDermot streets. The size of the building will be 33 x 90, to front on King street and run to the lane. It will be five stories high, with a basement.—Free Press, Winnipeg.

The plumbers and tinsmiths of Windsor, Ont., are on strike for a nine-hour day, instead of ten hours, as heretofore. Four of the shops have yielded to the demands of the men, but the others are still holding out against what they claim to be unreasonable demands. There is no labor union in the town, but steps are being taken to organize one. The bosses against whom the strike was declared have determined to hold out unless the men send a committee to en-

deavor to effect a compromise. The total number of men now out does not exceed twenty-five.

Charles Wells, a plumber, who lives on Cobourg street, Stratford, had a painful experience the other afternoon with a gasoline stove he had for heating soldering irons. Observing that the stove was not burning well, and fearing an explosion, he hurriedly carried it out with a pair of tongs. He had hardly dumped the stove into the yard before it exploded, the blazing fluid covering his face and hands, burning him very severely. Fortunately his injuries are not serious.

A GOOD RISK.

After moving a large stock of goods into a building in the wholesale district, the owners learned that they could get no insurance.

The building was on the "black list" of the insurance companies, because one of the tenants had already been burned out four times under suspicious circumstances, and apparently with pecuniary profit to himself.

It was, therefore, impossible for this tenant to get insurance from any company, and the boycott went so far as to include any building that harbored him or his stock of goods. The business concern that had moved into the "blacklisted" building was disturbed. The head of the firm went to an insurance agent and said :

"I wish you could arrange it in some way to insure our stock."

"I am sorry," replied the agent ; "but the companies have no confidence in that man on the floor above."

"He can't get insurance, eh?"

"Not a cent's worth. They're onto him all along the line."

"Well, do you think there's any danger of a fire in that building as long as he's not insured?"

"Well, I should say not. I never thought of that before."

The firm received its policy at once.—Chicago Record.

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

Truss-Cable Fencing

Is Stronger and Costs Less per rod than any other Strand of equal width in the Market.

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 783

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.



SIZE OF ONE STRAND

ONTARIO LEAD AND BARB WIRE CO., LTD.
55, 57 and 59 Richmond Street East . . . **Toronto**

PAISLEY ADOPTS EARLY CLOSING.

MR. W. H. McFARLANE, one of Paisley's merchants and councilmen, was in Toronto on Wednesday. Mr. McFarlane is an enthusiastic advocate of early closing, and he informed me that the merchants in his town have voluntarily adopted the early closing system.

"We first intended," he explained, "to try and induce the Council to pass a by-law, making early closing compulsory. And we went as far as to get a petition up, and presenting it to the Council. But it was eventually decided that it would be better to try the voluntary plan. We did not draw up any agreement, but just got a verbal promise from this and that merchant that when the town bell was rung at 7 o'clock he would close up his store. Early closing went into force on Monday, the 4th inst., and now about 99 per cent. of the merchants—grocers, dry goods men, hardware men, etc.—close at 7 o'clock every night in the week except Saturday, and will continue to do so through May, June, July, August and September."

"How many stores are there in Paisley?"

"Seven dry goods, 3 hardware, 2 book

stores, 3 harness shops, 4 boot and shoe shops, and about a dozen grocery stores. The grist mills and blacksmith shops also close. We are now anxious to see the merchants in the neighboring towns fall into line," added Mr. McFarlane.

"How is business?" I ventured.

"It has been good since the warm weather set in."

Mr. McFarlane further stated that fall wheat in his district had been damaged by the frost, and plums did not promise well. Apples promised an abundant crop, and the general trade outlook he considered good.

THE PEDLARS LOSE.

Mr. Justice MacMahon has given judgment for the city of Toronto, in the test case brought by Du Vernet & Jones for the Pedlars' Association, for damages arising out of the by-law trouble. The plaintiffs in the test suits were Joseph Pocock and George M. Ferrier, of Colborne street.

Ferrier sued the city for damages caused to his business, and a return of the license fees paid by him. The court dismissed the action, deciding that there was no liability,

and that the section under which the suit was brought does not apply.

Joseph Pocock also loses his case on the same grounds, with the exception that, as he had not taken out a license, he has no claim for damages.

MINING IN CARIBOO.

The prospects are good for great activity in hydraulic mining in the Cariboo district during the ensuing season. The two pioneer companies, the Cariboo and the Horsefly hydraulic mining companies, will commence operations as soon as the weather will permit, and this season the condition of the mines will enable the work to be carried on much more easily than while the operations were more of a preliminary character. On the other hand it will be 1897 before the mines are in condition to have anything like the output which the management anticipate they will have after the pits and all parts of the mines are in ordinary condition.—Statistical News-Advertiser.

One enterprising merchant put in his window a sign which read: "We back our goods with our honor." The merchant two doors west put up a sign also. His sign read: "We back our goods with a cash guarantee. See?"—Indianapolis Journal.

Pumps

Pitcher Spout Pumps
Cistern Force Pumps
Semi-Rotary "Clock" Force Pumps, Double-Acting
Pump Cylinders

Cup Leathers
"Crescent" Hydrants
Force Pumps
Double-Acting Force Pumps

Hydraulic Rams
Foot Valves
Valve Leathers
"Crescent" Street Washers

Cistern Pumps
Brass Force Pumps
Double-Acting Horizontal Force Pumps
Drive Well Points
Check Valves, Iron Body
"McNamara" Hydrants



"GORBALS BEST BEST"

GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

For sale only by

THOMAS ROBERTSON & CO.

Montreal

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

WILLIAM McKEE, general store-keeper, of Orton, has assigned to J. Toteham, of Guelph. The liabilities of the estate are \$2,400.

Wm. Howe, tinware, Lindsay, has assigned to Peter Mitchell.

Stanley L. Read, general merchant, Musquash, N.B., has assigned.

Ann Taylor, tinware and crockery, Toronto, has assigned to J. J. MacLennan.

W. B. Larvy, blacksmith, Euphemia Township, has assigned to Richard Code.

F. Allore, general merchant, Stoco, is offering to compromise at 50c. on the dollar.

A meeting of the creditors of A. C. Lari-viere, carriage maker, Montreal, will be held to-day.

CHANGES.

Baker & Co., general merchants, Rat Portage, sold out.

H. Lamarche is starting a tinsmith's store at Windsor Mills, Que.

C. A. Ruel, general merchant, Lauzon, Que., has retired from business.

A general store has been opened in Montmagny, Que., by J. B. Normand.

The Pacific Varnish Co., of Vancouver, has sold out to Blackburn & Co.

Jobin & Matte, stoves, etc., Montreal, have sold out to A. Lacoste & Co.

A. A. Wilson is opening up in the hardware and paint trade in Montreal.

The Wallaceburg Gas and Oil Co., Wallaceburg, are applying for a charter.

T. H. Ramsay, general store and mill, Red Bank, has removed to Newcastle.

John C. Brown, tinware, etc., Harriston, has been succeeded by Rumford & McJannett.

D. N. Forbes, general merchant, Tyne Valley, P.E.I., has been succeeded by W. R. Coles.

M. Finklestine, general merchant, Selkirk West, Man., has sold out to a joint stock company.

The Strome & White Co., Ltd., general merchants, Brandon, Man., are applying for incorporation.

Laura Vipond has been registered proprietress of the firm of A. Vipond & Co., general merchants, Hudson, Que.

SALES MADE AND PENDING.

The stock of James Mortimer, general merchant, Burlington, has been sold.

The stock of G. Halliday & Co., general merchant, Arnprior, has been sold at 59c. on the dollar.

The estate of John Pratt, general merchant, Bloomfield, P.E.I., is advertised for sale by tender.

The estate of Louis Rennie, general merchant, Elmsdale, P.E.I., is advertised for sale by tender.

The stock, etc., of the Cycle Wood Rim Manufacturing Co. are to be sold by auction on the 19th inst.

The assets of Antoine Rousseau, the Imperial Bridge and Iron Co. are advertised for sale by tender.

The stock of L. E. Charron, general merchant, Windsor Mills, Que., has been sold at 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Colwell & Irwin, general merchants, Arthur, have dissolved. H. J. Colwell continues.

FIRES.

J. E. Watt, blacksmith, South Durham, has been burned out.

W. Fraser, blacksmith, Prince William, N. B., has been partially burned out.

The premises of W. Evans, blacksmith, Port Hope, have been damaged by fire.

Levesque & Cote, general merchants, South Durham, Que., have been burned out; partially insured.

The premises of C. W. Hurndall & Co., manufacturers of bicycle rims, Toronto, have been damaged by fire.

DEATHS.

O. Paradis, carriage maker, Quebec, is dead.

M. F. Cressel, of Cressel & Foster, Nanaimo, B.C., is dead.

Alex. McKinnon, of McKinnon & McLean, foundry, Charlottetown, P.E.I., is dead.

ST. JOHN, N. B. NOTES.

Large quantities of pulp continue to be shipped from the south shore of Nova Scotia to American ports, some 2,198 bales going from Bridgewater to Portland last week.

Everything points to a splendid Exhibition here next fall. The city has made a grant of \$1,000, and also given a guarantee of another against deficiency. There is no thought that this latter will be called for. Our Upper Province friends should be well represented.

St. John now has a bank clearing house. The want has been long felt. The old method of a clerk and messenger visiting each bank in the morning has long been found unsatisfactory. The banks will look after the business month and month about. The weekly reports will be of great advantage, as they show very closely the volume of business done.

It is gratifying to learn that the Beaver Line are pleased with their season's work from our port, and that they talk of a weekly service for next season. A strong effort is being made to have the Government name St. John with Halifax in a king for tenders for the fast steamship line as the winter port, letting the steamship company name which they prefer. There is no doubt their action in regard to this will very much influence the election here.

SAVE DOUBLE FREIGHTS

Shipments to Western firms which have then to be reshipped North, South, or East, can be economically handled by us.

Write for Particulars

BLAIKLOCK BROTHERS, - Montreal

HANBURY A. BUDDEN
ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

All kinds of Pumping and Geared Steel

WIND MILLS

House Pumps (Lift and Force, Brass and Iron). Rotary Pumps. Centrifugal Pumps. Power Pumps. Pump Cylinders, for deep bored wells.

Manufactured by

THE NATIONAL PUMP WORKS

Send for prices.

ONT R I / L

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

THE BEST FARM AND GARDEN WHEEL-BARROWS

At Right
Price

J. H. Connor

Manufacturer

OTTAWA

The "Twin-Comet" Lawn Sprinkler

Will sprinkle an area four times greater than any other sprinkler made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.

327 St. James St.,

Genuine White Lead

MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**GARDEN
HOSE**

Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL



DR. LEAVITT'S

**New Champion
Dehorning Clippers**

There are more of these Clippers in use
than all other kinds combined. Sales
have been over 125 per month for the last
year. If there is no agent in your town
send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.



THE

M'LEOD & HENRY CO.

MANUFACTURERS OF

FIRE BRICK

IN ALL ITS BRANCHES—TROY N.Y.

ISLAND CITY

Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

NORTHERN

ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

COPPER FOR A MONTH.

IN their circular of May 1st, James Lewis & Sons, Liverpool, report as follows on copper: "Good merchantable copper has fluctuated considerably during the past month, the effect of the steady buying of cash by consumers being neutralized by sales of three months' prompt against purchasers of other copper, and by 'bear' sales. From £45 on the 1st ult. cash advanced to £45 12s. 6d. on the 7th, fell to £44 2s. 6d. on the 13th, but again advanced to £45 11s. 3d. on the 20th, declined to £44 17s. 6d. on the 22nd, and closes to day at £45 7s. 6d. The public transactions on the London Metal Exchange for the month have been on a moderate scale and are returned at about 21,500 tons. In addition to this, considerable purchases and sales have been made here and in Glasgow. The stock of good merchantable copper which forms the basis of these transactions now amounts to only 29,755 tons, against 47,873 tons a year ago. The extraordinary consumption of copper in Europe during the past four months is apparent from the fact that notwithstanding an increase of 17,092 tons in the export from the United States, the public stocks in England and France have decreased 8,384 tons during this period. Should European consumption for the rest of the year continue on the same scale, and at present there appears no reason why it should not, and supplies from America and elsewhere not increase, as is probable, a further reduction of 16,768 tons in the public stocks will follow, bringing them down to about 17,500 tons by the end of the year—which means a 'copper famine,' representing only six weeks' consumption. The probable application of electrical traction to the London tramways is announced. Electricity is also likely to be largely used as the motive power of the light railways proposed by the Government, involving the use of a considerable quantity of copper. The trunk telephone lines are shortly to be extended by the Telegraph Department at a cost of £300,000, and a telephonic line between London and Berlin is proposed. Electric lighting is largely on the increase."

EXPORTS OF COPPER FROM THE STATES.

Exports of copper from the United States during nine months ending with March are given as follows in the Bureau of Statistics:

Ore—	1895. Tons.	1896. Tons.
To United Kingdom.....	6,679	11,160
Germany	89	2
Total.....	6,768	11,162
Ingot, Bar, etc.—	1895. Lbs.	1896. Lbs.
To United Kingdom.....	40,860,121	20,463,739
Germany.....	11,153,573	14,831,286
France.....	17,386,161	23,128,411
Other Europe.....	40,768,190	53,098,254
British North America ..	292,916	336,971
Mexico.....	150,856	112,675
Other countries	5,000	228,996
Total.....	110,586,547	112,200,332

875.

COVERT'S

1896.

Patented

**VICTOR**

This is the leading **WAGON JACK** in America to-day.
No others compare in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which
we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever
before. Only best steel used. Write for
fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—
11 and smaller gauge 0 65
9 and 10 gauges 0 75
7 and 8 gauges 0 90
5 and 6 gauges 1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 gauges 1 65
5 and 6 gauges 1 90

Anvils.

Per lb. 0 10
Anvil and Vice combined, each 4 50
Wilkinson & Co.'s Anvils, lb. 0 09
Wilkinson & Co.'s Vices, lb. 0 09½

Augers.

Gilmour's, discount 50 per cent.
Hollow Stearn's, per dozen 13 00
Adjustable Stearn's, each 5 50
Post-hole, Vaughan's, each 1 35
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross 0 65
Pegging, " 0 65
Brad, " 0 85
Saddler's, per gross 0 45
Awl Hfts.
Patent Peg, per gross 7 25
Sewing, per gross, " 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80

Axles.

Per box 6 00

Axle Grease.

Per gross 7 00

Bath Tubs.

Zinc discount 3 90
Copper, discount, 50 per cent. off revised list.
Steel clad, 20 per cent. discount.

Bells.

Hand.
Brass, 65 to 66½ per cent.
Nickel, 50 and 10 to 60 per cent.
Door.
Gongs, Sargent's 5 50
Peterboro', discount 50 per cent.
Cow.
American make, discount 55 per cent.
Canadian, discount 45 and 50 per cent.
Farm.
American, each 00
House.
American, per lb 0 35

Bellows.

Hand, per doz. 3 35
Moulders', per doz. 7 50
Blacksmiths', discount 65 per cent.

Belting.

Extra, 40 to 40 and 10 per cent.
No. 1, leather, discount 55 to 55 and 10 p.c.
Standard, 45 to 45, 10 and 10 per cent.

Bench Stops.

Per doz 5 00

Bits.

Auger.
Gilmour's, discount 65 and 5 per cent.
Excelsior, discount 60 per cent.
Rockford Common, 65 to 65 and 5 per cent.
" Perfection, 50 and 10 per cent.
Jennings' Gen., net list to 5 p. c. discount.
Car.
Gilmour's, 47½ to 50 per cent.
Expansive.
Clark's, 20 per cent.
Excelsior, 10 per cent.
Gimlet.
Clark's, per doz 0 65
Diamond, Shell, per doz 1 00
Nail and Spike, per gross 2 25

Blind Rollers.

Annex, per doz 1 25
Mascott, " 1 35
Erminie, " 1 12

Blind and Bed Staples.

sizes, per lb 0 11

Bolts.

Carriage, dis. 60 p. c. off new list.
Tiro, dis. 60 per cent.
Store, dis. 60 per cent.
Elevator, dis. 35 to 40 per cent.
Machine, dis. 55 and 5 p. c. off new list.
Coach Screws, dis. 65 and 5 p. c.

Boring Machines.

e, with augers, each.. 5 00

Braces.

Barber's 6 00
Barber's Ratchet 10 00
Farmers' 2 00
Millar's Falls 15 50

Brackets.

Shelf.
Japanned Canadian, per doz. pairs 0 50
Berlin Bronze Canadian 0 85

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8, " 6 00
Henis, No. 9, " 7 00
Queen City " 7 50

Butchers' Cleavers.

From 8 to 12 inch, per doz. 4 23

Butts.

Brass.
Wrought Brass, dis., 75 and 10 per cent.
Cast Iron.
Loose Pin, dis. 60 and 10 to 65 and 2½ p. c.
Wrought Steel.
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen. Bronzed, per pair 0 40

Can Openers.

Acme, per gross 9 00
Sardine Scissors, per doz 3 75

Card.

Horse, per doz 0 60

Carpet Stretchers.

American, per doz 1 00
Bullards, per doz 6 50

Carpet Sweepers.

Bissell, per doz 22 50
World, " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.
Plate, dis. 55 to 57½ per cent.

Cattle Leaders.

Nos. 31 and 32, per gross 8 50

Cement.

Portland, car-load lots 2 70
Thorold, " 1 10
Queenstown, " 1 10
Napanea, " 1 10

Chalk.

Carpenters' Colored, per gross 0 45
White lump, per cwt 0 60
Red, " 0 05
Crayon, per gross 0 14

Chisels.

Socket, Framing and Firmer.
American, dis. 75 to 77½ per cent.
Canadian, dis. 35 to 40 per cent.
Tanged firmer, per doz 0 85

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.

Clamps.

Judd's, dis. 20 per cent.
Stearn's, per doz 3 00

Clips.

Axle, dis. 65 per cent.

Coffee Mills.

Box 3 60
Side 3 60
Enterprise, No. 0 1 35
" No. 2 2 70

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.

Cradles, Grain.

Canadian, dis. 25 per cent.

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz 0 88
English, per doz. 2 00

Draw Knives.

American, dis. 70 and 10 per cent.
Canadian dis. 25 to 35 per cent.

Drills.

Hand and Breast.
Millar Falls, per doz. 16 00
P. S. & W., dis. 40 per cent.

DRILL BIT.

Morse, dis. 37½ to 40 per cent.
Standard, dis. 17½ to 50 per cent.

ELBOWS.

Stovepipe.
doz 90

FAWCETS.

Cork Linéd, per doz. 0 30
Wine, per doz. 1 30
Star, " 2 80
Fenn's Corkstops, No. 2, per dozen 1 70
Petroleum, per doz 4 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.
Black Diamond, 50 and 10 to 60 per cent.
Kearney & Foote, 60 and 10 to 60 per cent.
Nicholson File Co., 60 to 60 and 10 per cent.
Heller's Horse Rasps, 45 per cent.
Jowitt's, English list, 25 to 30 per cent.

FLUTING MACHINES.

Each 0 60

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p. c., revised list.

FREEZERS.

Ice Cream.
Gem, dis. 57½ to 60 per cent.
Shepard's Lightning, dis. 50 to 50 and 10 per cent.

FRUIT PRESSES.

Henis', per doz 3 25
Enterprise, dis. 10 per cent.
Shepard's Queen City, dis. 15 per cent.

FRY PANS.

Acme, dis. 62½ to 65 per cent.

GAUGES.

Marking, Mortise, Etc.
Stanley's, dis. 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65

GLASS.

Double Diamond, Per 100 ft.
Diamond, Per 50 ft.
Window, Box Price
Star, Per 100 ft.
Per 50 ft.
Size United Inches.
14 to 25
26 to 40
41 to 60
61 to 70
71 to 80
81 to 90
91 to 95
96 to 100
101 to 105
106 to 110
111 to 115

Ordinary.

1st break 2 70
2nd " 2 90
3rd " 3 10
4th " 3 40
5th " 3 55
6th " 4 15
7th " 4 68

Picture Glass.

Pilkington's Ordinary.
1st break 4 40
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

GLUE POTS.

Unlined, each 0 30
Enamelled, each 0 55

GRINDSTONE FIXTURES.

P. S. & W., per doz 3 30

HAMMERS.

Nail.
Maydole's, dis. 5 to 10 per cent. Can., dis. 25 to 27½ per cent.

Tack.

Magnetic, per doz. 1 10
Canadian, per lb 1 12½

Sledge.

Ball Pean.
English and Can., per lb. 0 25

HANDLES.

Axe, per doz., 5 p.c. rev. list.
Store door, per doz 1 00
Chest, per doz. pairs 0 40

Chisel.

Firmer, per gross 3 00
Socket Firmer, per gross 3 25
Socket Framing, per gross 3 75

Fork.

C. & B., dis. 35 per cent. rev. list.
Hoe.
C. & B., dis. 35 per cent. rev. list.
Saw.
American, per doz. 1 00
Plane.
American, per gross 3 15
Hammer and Hatchet.
Canadian, 35 per cent.
Cross-Cut Saw.
Canadian, per pair 0 15

HANGERS.

Door, 4 and 5 inch, per pair. 0 40
Lanes, 50 to 50 and 5 per cent.

HATCHETS.

Canadian, dis. 40 to 42½ per cent

HINGES.

Blind, Parker's, dis. 60 and 10 to 65 per cent.
" Shepard's Noiseless, dis. 60 per cent.
" Buffalo, dis. 60 to 70 p. c.
Light T and strap, 70 and 5 to 70 and 10 p. c.
Heavy, per lb 0 03½
Screw hook and hinge—
6 to 10 in., per lb. 4 00
12 in. up, per lb. 3 00

Per doz. set.

Screw Eureka 1 13
Gate, Clark's 1 50
" Shepard's, dis. 50 to 60 per cent. 1 20

Per doz. pair.

" Shepard's Samson 1 00
" 1 20

HOES.

Garden, Mortar, etc., dis. 60 p.c. 1896 list.
Planter, per doz 4 00

HOOKS.

Cast Iron.
Bird Cage, per doz 0 50
Clothes Line, per doz 0 27
Harness, per doz 0 72
Hat and Coat, per gross 1 00
Chandelier, per doz 0 50

Wrought Iron.

Wrought Hooks and Staples, Can., dis. 45 to 47½ per cent.

Wire.

Hat and coat, dis. 62½ p.c.
Belt, per 1,000 0 60
Screw, bright, Eng., dis. 60 per cent. 2 70

HORSE NAILS.

Canadian, dis. 50 p.c.
Canada Horse Nail Co.'s "C" brand f.o.b. Montreal, 50 p.c. disc't.

HORSE SHOES.

F.o.b. Toronto and Hamilton 3 60
Steel, 4 85
F.o.b. Montreal 10c. less, and London 5c more than above.

ICE PICKS.

Star per doz 3 00

KETTLES.

Brass spun, 7½ p.c. dis. off new list.
Copper, per lb. 0 30
Enamelled, Can., 50 p.c.
American, 60 and 10 to 65 and 5 p.c.

KEYS.

Lock, Can., dis. 50 p.c.
Cabinet, trunk, and padlock, Am. per gross 1 60

KNOBS.

Door, japanned and N.P., per doz. 0 85
Bronze, Berlin, per doz. 2 75
Bronze Gem, " 6 00
Sava, " 8 75
Shutter, porcelain, F. & L. screw, per gross 1 20

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett, to 10 per cent.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lighting, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz. 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy. 2 60
40 dy. 2 65
30 dy. 2 70
20, 16, and 12 dy. 2 75
10 dy. 2 80
8 and 9 dy. 2 85
6 and 7 dy. 3 00
2. American pattern only—
From 4 to 5 dy. 3 20
3 dy (lath). 3 60
3. Canada pattern only—
From 4 to 5 dy. 3 10
3 dy (lath). 3 50
3 dy, A.P. fine. 4 20
Car lots 10c. less.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per lb. 10c. less.
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astial. " 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
" Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Button's Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axle " 0 22 0 33
Screw " 0 27 1 00
Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 07 0 17½
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbenz's, " 9 00 18 00
Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron or steel, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7¼	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6¼	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
" N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH WEIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
" Empire, McMillan & Haynes, per ft. 0 00 0 70
Hand, Diston's, dis. 12½ to 15 p.c.
S. & D., 40 to 40 and 10 per cent.
Crosscut, Diston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
" frame only. 0 00 0 75

SAW SETS.

" Lincoln, McMillan & Haynes, per doz. 0 00 7 50
Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
" iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
" japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme. 3 00 5 00
Lock, Andrews. 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " 27 00 00 00
Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 and 10 to 70 p.c. rev. list.
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized. 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	½ gross.	doz.
Scientific Stove Pipe			
Varnish. 9 00	2 50	90	
Scientific Stove Paste (5 lb pails) 60c. each.			6 00
Scientific Furniture			
Scientific Carriage Top	12 00		1 25
Dressing, ½ pints.			2 00
Scientific Carriage Top			
Dressing, pints.			3 50
Scientific Enamel Paints			1 50
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb. 0 28 0 50
Hindustan, " 0 06 0 07
slips, per lb. 0 09 0 09
Labrador. " 0 00 0 13
" Axe, " 0 00 0 15
Turkey " 0 00 0 50
Arkansas " 0 00 1 50
Water-of-Ayr " 0 00 0 10
Scythe, per gross. 3 50 5 00
Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue. 66½
Trunk tacks, black. 60
" tinned. 66½
B.B.B. iron carpet, blue. 60
" tinned. 66½
B.B.B. iron carpet, bright or blue (in kegs) 30
B.B.B. iron carpet, tinned (in kegs) 30
B.B.B. cut tacks (in bulk). 50
" (in dozens, 1 to 6 oz.) 45
" (in dozens, 8 to 24 oz.) 30
" ¼ weights. 40
" tinned. 45
Swedes, cut tacks, genuine, blue and tinned. 52½
Swedes, upholsterers', genuine. 50

Swedes, upholsterers', American (1 to 6 oz.) 60
Swedes, upholsterers', American (8 to 24 oz.) 66½
Swedes, carpet, ramp, lace. 35
brush, blue and tinned. 40
Zinc tacks. 35
Copper tacks and nails. 60
Leather carpet tacks. 30
Trunk nails, black and tinned. 65
Clout nails. 66½
Cigar box nails. 45
Lining nails in papers. 10
" in bulk. 15
" solid heads, in bulk. 42½
Saddle nails in papers. 10
" in bulk. 15
Tinned capped trunk nails. 15
Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather. 5 50 9 75
Chesterman's, each. 0 90 2 85
" steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.

Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.

Japanned, prices on application.

Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.

Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.

German, per doz. 4 75 9 00
Brade's. 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb. 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
Bench, parallel, each. 2 00 4 50
Coach, each. 6 00 7 00
Peter Wright's, per b. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers "Iron", 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12.

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb. 0 05½ 0 06
Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart. 3 00
Galvanized, 4 barb, 4 and 6 inches apart. 3 00
Galvanized, plain twist, all del'd. 3 00
Plain twist. 3 00
Steel Staples. 0 00 3 00
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 80 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.
Towers Engineer, each. 2 00 3 00
" S., per doz. 5 80 7 00
G. & K.'s Pipe, per doz. 6 00
Burrell's Pipe, each. 3 40
Pocket, per doz. 1 25

Some Old Things



Are Better
Than New Ones

This is the case with the Woodyatt Grass Boxes ; they have been used in Great Britain for years, have been thoroughly tested and **proved satisfactory.** You will not be experimenting for the manufacturers if you buy it, because it has already been proved that it will do what is claimed for it, it will catch the grass.

IT'S A GOOD THING,
PUSH IT ALONG.

Hardware Paper . . . Made for Hard Wear

MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

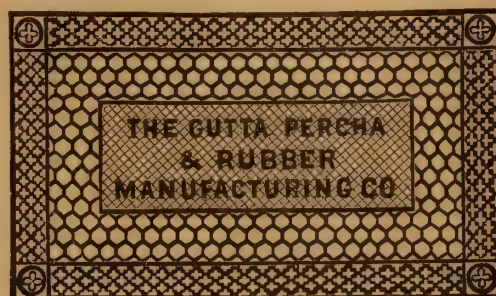
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

"Things that are equal to the same thing are equal to one another."

THE BEST PAINT - THE BEST VARNISH

When we say that our varnishes are manufactured with the same care from pure materials as our acknowledged peerless paints, the trade will at once understand they are the best on the market.

Owing to the largely increased demand for our **Celebrated Monarch Varnishes**, we found it absolutely necessary to enlarge our manufacturing facilities, and for this reason have recently purchased the varnish works of D. A. McKenzie & Co., retaining the services of Mr. McKenzie, who has a life-long experience as a varnish maker. We are in a position to make prompt shipments, and can assure the trade that the standard of excellence heretofore established will be maintained, and we will continue to devote all our energies to hold first place in the paint and varnish line.

ROBERTSON'S SUPERIOR

The Neatest Shelf Package

MONARCH



RETURNED
Nov. 10/16

VARNISH

. The Best Goods

THE JAMES ROBERTSON CO., LTD.

STANDS HEAD AND SHOULDERS
OVER THEM ALL

Manufacturers Paints,
Oils and Varnishes . . TORONTO

CANADIAN HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, MAY 23, 1896

No. 21

GALVANIZED IRON



Want a good article? Of course you do.
Light sheets? Certainly. Good color
for exposure? Only too glad to get it.
All the good qualities of Galvanized

Sheets are combined in "QUEEN'S HEAD" Brand,
and, most surprising, PRICE IS LOW.

... WHY EXPERIMENT WITH PRICE ...
AGAINST QUALITY ?

Western Representative,
R. A. BAINES,
28 Front St. East, TORONTO.

A. C. LESLIE & CO.
... MONTREAL



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

Owners and Sole Manufacturers,

MONTREAL OFFICE
H. McLaren & Co., Agents

74 Cortlandt Street New York

Largest Manufacturers under the British Flag

Effort crowned with results.

We have been making Radiators for
nine years. We have solved every
problem in Radiator making, and offer
you——

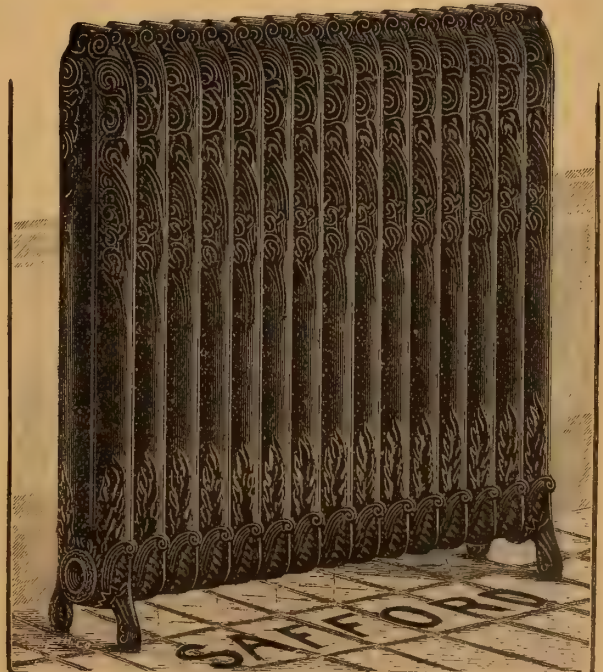
"Safford" Patent Radiators

The nearest to perfection
on earth.

MADE ONLY BY

The _____

TORONTO RADIATOR MFG. CO., Limited
... Toronto, Ont.



HEADQUARTERS FOR ..

**F
I
S
H
I
N
G**

Rods
Lines
Hooks



Martini ..
Marlin ..
Winchester

**R
I
F
L
E
S**

ENGLISH AND AMERICAN GUNS OF BEST QUALITY

We carry a full assortment of Revolvers, including Smith & Wesson and the best makes, in all sizes.

RICE LEWIS & SON, Ltd. Cor. King and Victoria Sts. **Toronto**

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

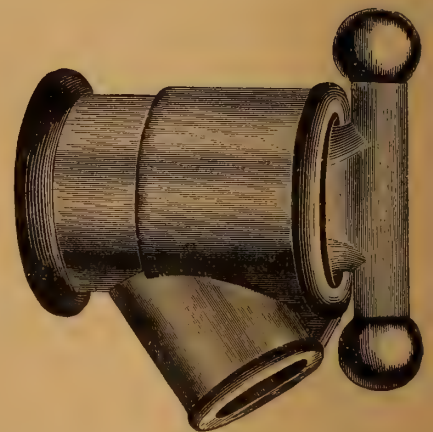
The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**

SOLID METAL CREAMER TAPS

Fast or Loose Key

WILL NOT RUST
WILL NOT BRUISE
WILL NOT GET OUT OF SHAPE



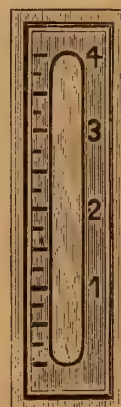
Creamery Can Gauges

Both sizes, 4 and 6-inch, made to fit. No leaks. Each one guaranteed.

Our Creamery and Factory Can Trimmings

Are the best that can be produced.

All sizes of Stock Tin on hand.
Prices on application.



Kemp Manufacturing Company

TORONTO, ONT.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, MAY 23, 1896

No. 21

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

CANADIAN PIG IRON.

A WIDE range of knowledge can only be acquired after years of careful study. And as it is with knowledge so it is to some extent with the manufacture of pig iron: No matter how much money may be expended, or how expert the superintendency may be, it takes a long time of experimenting—often years—to turn out a uniformly good iron.

This it is that places the new furnaces at such a disadvantage and requires such extensive capital in order to keep the concern afloat until the desideratum in quality is secured and the iron can be turned out on a paying basis.

The blast furnaces we have in Canada have been passing through this crucial period, and some of them are reaping the fruits of their patience and labor. And now we are assured, by men in the west who are competent to speak, that the product turned out by at least one of the Nova Scotia furnaces has recently shown a marked improvement in quality.

This is most gratifying. All Canadians are desirous of seeing built up in this country an iron industry that will not only supply our own wants, but that will be a competitor in foreign markets. The only difference between us is in our views as to ways and means of accomplishing the same.

Canada is rich in all the raw materials

essential to the creation of such an industry, and if this country does not become in an iron industrial sense what Nature obviously intended it should be, the fault lies with ourselves and no where else.

BUSINESS MEN FOR PARLIAMENT.

A GRATIFYING feature of the election campaign now going on in the Dominion is the number of business men that are being nominated for parliamentary honors.

A country, like a mercantile concern, must be conducted on business lines if disaster is to be averted.

This principle has not been applied to the conduct of the affairs of the Dominion of Canada for a long time, if in fact it ever has been since the different provinces composing it federated. It may be that we do not enjoy a monopoly in this respect. But monopoly or no monopoly, we are none the less sinners.

It will not advance the interests of this country or help to work out its salvation among the nations to know that there are others in the same unregenerated state as ourselves in regard to weakness of business-like management of its affairs.

It is no use for us to thank goodness that we are not as bad as other nations. We know that in the past, and during the last few years particularly, we have managed the business affairs of the country shamefully. Our sins have been sins of omission and commission; and during the last session of Parliament we might well have been led to declare that there was no health in us.

It could not well be otherwise: We have been sending unbusinesslike instead of businesslike men to Parliament; or rather it has been left to the "machine" to select these men for us, and we have voted for them and elected them.

When a man has failed in law, in medicine, or some of the other professions, he has "called" himself to the service of the country and got the "machine" to ratify it. It would be a libel upon some of the un-

doubtedly good men in the last and previous Parliaments to assert that the total membership of the House has been of this type. But much the larger part of it has. And the fact that there has been so much bad legislation and ignoring of good legislation proves it.

When men go to Parliament to serve, first the party—and a good many of them to serve party for what the party can do for them—God help the country; or better, God help the country to help itself.

Where the Parliament of a country is burdened with such elements, these elements must perforce exert their influence in the heart of the system itself—the Cabinet. And this has been the trouble with Canada. Men have been appointed to superintend business departments, whose proper sphere was conducting a pettifogging police court case, or prescribing for an over-fed urchin, while capable men have been driven therefrom by the machinations of the political scourgings who had floated into the House of Commons and occupied seats therein.

Men have asked whether representative government was not a failure. But it is obvious to the man who will give the matter second thought that the fault lies not in representative government as a principle, but in the apathy of the electorate. Upon their shoulders must chiefly rest the onus.

The first to recognize and the first to feel the adverse influence of the lack of the business element in Parliament and in the Cabinet was naturally the mercantile interests of the country. And following the recognition has come an awakening such as the business men of this country never experienced before.

From one end of the country to the other business men are asserting their independence and exerting their influence to bring out candidates that are qualified, not because of their faithfulness to party, but because of the practical business experience and practical business common sense which they possess. Such men, for instance, as E. B. Osler and E. F. Clarke in West To-

ronto, Robert MacKay in the St. Antoine division of Montreal, A. T. Wood and MacPherson of Hamilton, W. Paterson of Brant, James McLauchlan of North Grey, J. H. Ashdown of Marquette, Weismiller of West Huron, Lieut-Col. Prior of Victoria, Wellington Boulter of Prince Edward, and other business men of both shades of politics who might be mentioned.

The business man, like the professional politician, has his party sympathies. Practical business common sense does not crowd out party feeling. But it does keep that party feeling in check; it does not allow measures of evident advantage to the business interests of the country to go by the board, or allow measures inimical to the business interests of the country to find a place on the statute book.

It is about two years ago since **HARDWARE AND METAL** started an agitation for better representation of the business interests and less of the professional politician type. The non-partisan press, daily and weekly, has since fallen into line, and, judging from the character of many of the candidates now in the field, the next Parliament promises to be a great improvement over its predecessor.

WIRE NAILS IN THE MARITIME PROVINCES.

THE manufacturers at the meeting held in Montreal this week did not make many important changes. One matter came up, however, that has frequently caused trouble ever since the associations were first attempted five years ago. This was the basis of sale in the Maritime Provinces.

The stumbling block is once more wire nails.

Prices have been reduced $2\frac{1}{2}$ per cent. for sales down there, the discount off the list having been increased from 70 and 10, the old basis, to 70 and $12\frac{1}{2}$, which now governs all sales made in the sections named. The terms of delivery are as before.

Different reasons are given for this change in the Maritime discount rate so soon after the quarterly meetings.

It will be remembered that there was trouble just previous to the last meetings, which was not settled until one of the executive officers of the association paid a personal visit to St. John.

One reason given for the change is that the same party is causing trouble, and that the cut in prices is occasioned by his action.

Another is that American nails have been offered down below at cost prices, and that the makers kicked.

In this connection the visit of Director Parks—whose prominent position in the Canadian-American nail pool is well-known—to Montreal, while the makers were in session is a coincidence that has a signifi-

cance. None of the officials will say anything beyond stating what the change in the discounts is.

HARDWARE AND METAL readers can draw their own conclusions, therefore, as to which is the correct cause of the alteration.

If the Americans, as is well known, were able to ship nails across the Atlantic, then bring them back, and yet undersell the pool rate on nails in New York by 50 to 55c., the same margin may have been sufficient to induce some of the enterprising New York jobbers to try and market nails in the east, where they could lay them down, water freights, pretty cheap, even allowing for the duties.

ASSOCIATION OF BRASS MEN.

THE old association among the brass manufacturers of the country, which collapsed a year or two ago, has been revived. It will be remembered that two weeks ago a meeting was held in Toronto with this end in view. Now all arrangements have been completed, and the association is once more a reality.

The firms who are members of the organization are: The Stevens Manufacturing Co., of London; The Essex Brass and Iron Manufacturing Co.; The James Morrison Co., Ltd., of Toronto; McAvity & Sons, St. John, N.B., and R. Mitchell & Co., of Montreal.

The association is said to be stronger than ever its predecessor was.

The first result of the formation of the association is an advance in prices. Until the lists are issued, exactly what the advance will be cannot be ascertained; it is said it will be from 10 to 20 per cent.

There is a feeling of relief among the manufacturers of brass goods at the consummation of the association. During the past year or two the competition has been so keen among them for business that the price of staples has been cut into deeply. This appears to have been done particularly on specifications, where a bulk sum would be given, thus enabling the tenderer to hide the cut prices. One of the provisions of the agreement under which the association has been formed is to the effect that all figures on specifications must in future be given in detail.

IRON FROM NEWFOUNDLAND ORE.

A representative of the Ferrona Iron and Steel Co. was in Toronto this week. He had with him a sample of pig iron which his firm is now making from Newfoundland ore. It is No. 1 soft, and is considered by foundrymen to show good quality.

Readers of **HARDWARE AND METAL** will remember that the Ferrona people have recently been bringing large quantities of ore from the iron mines of Newfoundland.

IRON SHOE NAILS LOWER.

The makers at the Montreal meeting considered the tack and other small-ware list. The only change, however, that resulted was a reduction of 5 per cent. in the price of common iron shoe nails.

The old discount on these was 40 per cent. off the list. This has been increased to 45 per cent.

LARGE COAL CONTRACTS.

The Dominion Coal Co. has closed a contract recently with the Canadian Pacific road for 140,000 tons of Nova Scotia coal. This is an increase of 40,000 tons over last year's order. The company also has closed a contract with the Grand Trunk Railway Co. for the delivery of 100,000 tons of Nova Scotia coal at Montreal and 30,000 tons at Portland, Me. This is an increase of 70,000 tons over last year's order. The outlook for Nova Scotia coal this year is bright.

RETAILERS' VICISSITUDES.

The following amusing communication was received last week by a manufacturing firm in Ontario from a customer:

"I enclose P. O. order for \$13 in settlement for goods as per invoices of April 1st and 30th, less usual discount. It is a few days late, but will perhaps be acceptable this time. I have also to thank you for letter of the 23rd ult., allowing me 10 per cent. for broken packages. I could not but smile when you gave me the reason of the various discounts. Remnants—Great Scott—you do not know the meaning of short ends or remnants. I could show you 1,000 remnants in hardware; in fact, I have nothing but ends, ends and no end to these ends, and worse, no protection or provision against loss thereby. Wholesaling is an art—almost perfect—your conditions, terms, discounts, interest are all settled to a cent and a day. You know almost to a certainty what you are doing, but in retail you cannot tame a rustic, can't confine him to time, interest, or payment, or what the payment will be, whether hogs, grease, grain, wood, wool, potatoes, hides, rags, fruit, pickles, and the Lord knows what else. And as to discount, never heard of any; he pays when he will, what he will, if he pays at all, and often gives the length of his tongue in gratis."

A PARKHILL HARDWAREMAN.

One of Parkhill's most wide-awake merchants is A. W. Humphrey, and the prosperous business he conducts is the fruit of it. "I was much struck," writes a representative of **HARDWARE AND METAL**, "while walking along the street in Parkhill, with a sign which denoted the hardware store of A. W. Humphrey. It is of wire netting, and stretches across the street from one side to the other, and a person entering the town could scarcely fail to see the name of A. W. Humphrey and the line of business he was in. Mr. Humphrey's store is 40 x 60."

A NEW HARDWARE STORE.

E. Pollard is one of Petrolea's progressive hardware merchants. In order to accommodate his growing business he has found it necessary to build a new store. It is now about completed, and is a handsome and well-appointed structure. It is two storeys high, and is 42 x 72 feet. The windows are

of plate glass, and the interior of the store is handsomely fitted up with oak, etc. The store is an adornment to the town of Petrollea and a credit to the enterprising owner. Mr. Pollard is one of our subscribers, and declares that no hardwareman should be without **HARDWARE AND METAL**.

A NEW WALL PLASTER.

AN improved substitute for ordinary lime and mortar has been discovered that bids fair to drive the former out of the market.

The Danville Asbestos & Slate Co., Danville, Que., have for a long time been puzzling how they could utilize the refuse matter left from the manufacture of asbestos. At last they hit upon a process whereby it could be manufactured into a wall plaster, which they are now offering on the market under the name of "Asbetic" wall plaster.

In ordinary lime and mortar the great difficulty is to get a smooth surface polish, while it very seldom hardens so completely that it cannot be perforated. The "Asbetic" has neither of these drawbacks. It takes an ivory-white polish as smooth as enamel, and the plaster itself hardens like cement, while the fire-proof qualities of asbestos are too well known to require mention.

F. Hyde & Co., who are the sales agents in Montreal for the material, report that its merits are receiving a ready recognition. The company have patented the material in Canada and the United States, and are floating a company in New York, which will erect extensive works for its manufacture near that city. Perhaps the greatest advantage of all in connection with the article is that the process of manufacture is a very economical one.

GERMAN-MADE SKATES.

Some weeks ago **HARDWARE AND METAL** called attention to the increasing competition in the Canadian market of German manufactured skates, stating that one firm of sales agents had already booked large orders. Since then still larger orders have been placed for German Acme pattern skates.

Dorken Bros., McGill street, Montreal, who are the Canadian sales agents for leading German makers, state that their orders already booked, if kept up, will mean a turn-over fifty per cent. larger than last year.

As they sold over 80,000 pairs of skates last season, some idea of the magnitude that this trade has assumed may be gained. Dorken Bros. have some of the latest patterns in the Acme, Hockey, and other skates.

It is not because of the superabundance they possess themselves that some people are not open to new ideas: It is because the receipt of new ideas would burst the bubble of their own importance.

DROPS FROM THE EDITOR'S PEN.

It is usually lazy people who are in a hurry to get rich.

Attend to your business, or it will not attend to you.

There is action in dry rot; but it is misplaced action.

The best way to get a man's custom is to get his confidence.

Earnestness is the parent of life and energy in business.

Mercantile exaggeration is the forerunner of mercantile annihilation.

Merit is the only safe foundation upon which business can be built.

The appearance of a rival in trade should induce a revival of energies.

The clerk who is not faithful to his employer is not faithful to himself.

A civil servant is frequently anything but civil to his masters—the people.

What we want just now is business in politics, not politics in business.

A wedding that is always desirable: The union of caution with confidence.

If advertising is worth anything, it is good for dull times as well as for bright.

A healthy business is not worth much if the body of the merchant is unhealthy.

If politics are not kept out of the store there is danger that customers will be.

Thoroughness, not genius, is the void which needs to be filled up in this world.

More money is made by keeping your eye on the markets than on your competitors.

Caution is a good quality, but it is confidence and push that restore good times.

An idea does not become active till it is hit on the head with the mallet of decision.

When an article tickles the palate of a customer it finds a warm place in his heart.

A good head for business is worth more every day in the week than a good hand for cards.

Business is giving place to politics in the country just now; it is to be hoped that when the new Parliament meets politics will give

place to business. And it will if the right kind of men are sent there.

The average "drummer," like Napoleon's drummer boy, never learned to beat a retreat.

Patient merchants are frequently the most energetic and wide-awake hustlers after business.

A run into the country at this time of the year is as elixir to the weary, store-tied city merchant.

Summer is the season when people go holidaying with the money that they owe to the merchant.

During hours of judicious relaxation the merchant accumulates energy for the up-grades of life.

It is only by having good quality goods that a merchant can hope to have a good quantity of customers.

The man who is always looking for something for nothing eventually comes to be looked upon as nothing.

The up-to-date merchant keeps his head replenished with new ideas as well as his shelves with salable goods.

It is not good for a merchant that he should have a big head; but it is good that he should have a big advertisement.

You may not see the fruit of your labors in a day, a week, a month, or a year. The best fruits usually take the longest to ripen.

The business tree that is not perpetually bringing forth new buds will eventually become barren and be cut down by the creditors.

The peculiarities of customers are as varied as the customers are numerous, and yet the up-to-date merchant knows how to deal with them all.

People who would not deign to earn their bread by the sweat of their brow are often made to sweat mentally keeping the wolf from the door.

If some merchants, like horses, had blinkers on, they would make better headway, for less time would be spent in watching their competitors than there now is.

It is no excuse for a young man to diverge from the path of duty because an obstacle gets in the way. Men went through obstacles centuries before it was ever dreamed that X rays would penetrate opaque bodies.

B. C. MINING INDUSTRY.

THERE is now no question that the mineral resources of British Columbia are now receiving considerable attention from capitalists and mining speculators in Great Britain. The important results which will certainly accrue from this can scarcely be overrated. While the mining industry in the western district of the United States has been carried to a pitch of development not excelled in any country, even there British capital to a very considerable extent has been utilized in the opening and operation of the mines. In fact, throughout the world, no country has had so much to do with mining enterprises as Great Britain. Practically, it has been British capital only which has exploited the mineral resources of the Australian continent.* Although within the last year or two European investors have put a good deal of money into the various companies operating mines in the Rand district, it was British capital which first developed and made known the immense mineral wealth in the Transvaal. The total aggregate of British capital now invested there has reached an enormous amount, as may be seen from the capitalization of the companies which are on the list of the London Stock Exchange. That there is an immense amount of capital now lying idle in London, awaiting openings for profitable investment, is well known.

Hitherto but little interest has been taken by the British investor in Canadian mining enterprises. This arose from several circumstances. It is unfortunately the case that some of the few mining schemes in which in the past British capital was invested, turned out disastrously for the shareholders. Other enterprises in Canada in which similar money was placed, also failed to realize the anticipations of their projectors and as a result Canadian investments have not been favorably considered by the mass of British investors, although in some individual cases, large profits have been returned on the capital put in them.

The successful results which have followed the working of some of the mineral lodes in the West Kootenay district, have, how-

ever, attracted attention, and now, as we have said, there are representatives in British Columbia of some of the largest firms in London who are engaged in the promotion and operation of foreign and colonial mining enterprises. As there is no longer any doubt as to the richness of the immense mineral deposits in British Columbia, which are, moreover, not confined to the West Kootenay district, the field for British capital is both large and one which offers excellent results to those who may undertake to develop it.

In comparison with South Africa or Australia, there are also many things in favor of British Columbia. The mining regions are within two weeks' journey from London and are traversed by railways, and, in some cases, intersected by navigable rivers. Neither the water nor the fuel question, which has been so difficult of solution in

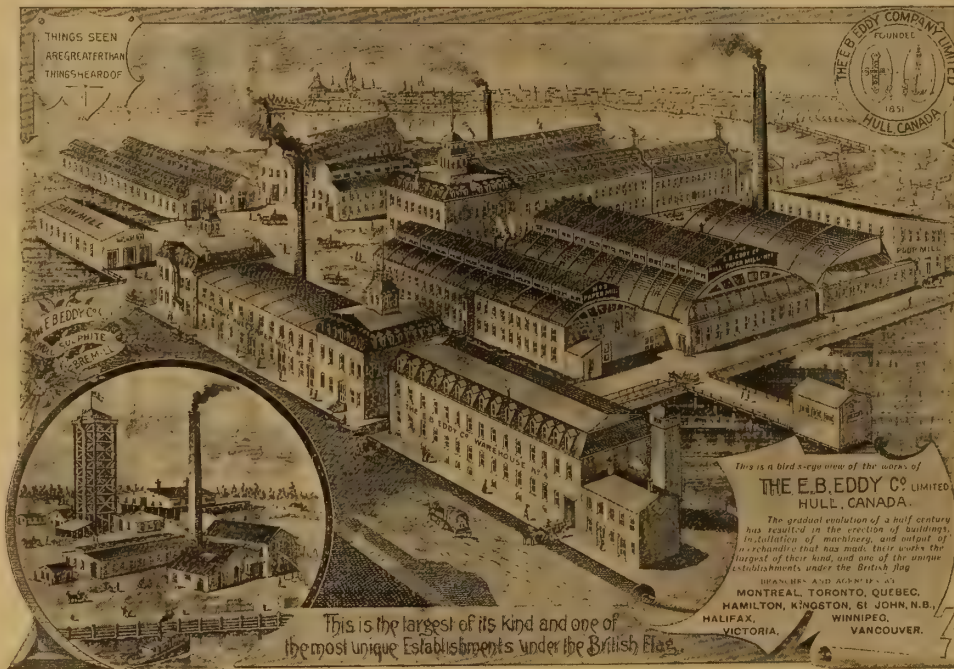
to do with the opening of the West Kootenay district, the whole sum so invested is a mere bagatelle compared with British investments in mines in half a dozen different colonies or foreign countries. All that we ask is that British investors should examine the matter for themselves. There is no occasion for obtaining the necessary information at second-hand and there should, therefore, be no instance of money being invested through misrepresentation or fraud. It will be strange, indeed, if British capitalists longer neglect this promising field.—Statistic News-Advertiser.

GUELPH IRON SELECTED.

Architect Lennox, who has charge of the construction of the magnificent new civic buildings and court house in Toronto, has awarded the contract for the iron to be used in the roofing to the Guelph

Norway Iron and Steel Co., Ltd. The competition for this order was very keen. Mr. Lennox received samples from over 50 mills, including a good many from England and the United States. The other day at John Whitfield's, 174 Front street, the samples were tested in the presence of representatives of the various manufacturing concerns. Mr. Lennox had a special dome-shaped anvil made for the test, around which samples of the iron were bent when

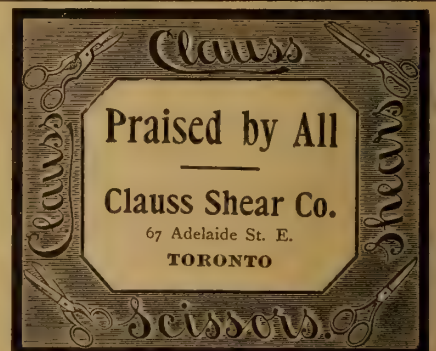
cold. The Guelph iron was the only one of the entire lot that stood the test satisfactorily. In the test as to tensile strength the Guelph product was also highly successful. The result was surprising to the representatives of the big iron industries of the continent, and is a decided victory for the Guelph Norway Iron and Steel Co., Ltd.—Herald, Guelph.



Australia and South Africa, exists here. Provisions and other necessities of life are to be had at very reasonable prices, the climate is healthful, and white labor can always be employed. There are no troublesome native difficulties, nor are there any great problems as to opening up means of communication with the mining districts to be settled at a cost of millions of pounds. The mines are in British territory and law and order is as well maintained as in the British Isles themselves.

Already there is a number of mines producing large quantities of ore and yielding good dividends to their shareholders on their capital. Smelters are being erected at different convenient points so that the ores may be treated in the cheapest possible manner.

While American capital has had chiefly



PERFECTO . .

Is a varnish—one of the best our man makes. It is what you might call an old-fashioned varnish, made of good old-fashioned material—Gum, selected for its toughness rather than its color—Oil, the old tanked and well-seasoned kind. Then our man takes hold of it and boils it and manipulates it in his own peculiar way and the result is what its name implies—a perfect varnish. It shines.

It is put up in nice packages from $\frac{1}{2}$ pts. to 1 gal.—10 gals. in a case, \$2.25 per gallon. We are putting a case in every town. It's a good varnish for any man to have.

Made by . . .

The Cottingham Varnish Co. Ltd.

MONTREAL

Makers of

Pratt & Lambert's Varnishes

CHICAGO

NEW YORK

The Matter of Prices

Don't you find you generally get what you pay for, and that high-priced things are worth their price?

Take your clothes. If you want a good suit you have to pay a good price for it and when you get it you have something for your money and are satisfied. Although it costs you more than a cheap suit it is the cheapest in the long run because it lasts you longer and looks better.

It's the same with the Sherwin-Williams Paint.

There is another thought about prices. When you buy S. W. P., at \$1.20 per gal., you can be positive you are getting it at the lowest price. No one gets it better.

If you are buying any other paint and paying \$1.00 gal. for it, you are paying more than someone else pays for the same paint. The price of prepared paint, other than S. W. P., is supposed to be \$1.00 gal. In reality it is \$1.00 gal. to all who will pay it, and to those who won't, as much as can be got for it.

And this is called an honest paint at an honest price. Why, we would as soon think of breaking our word as breaking our price, and if we did break it for one we would break it for all. That's one of our peculiar methods of doing business.

The WALTER H. COTTINGHAM CO. Ltd.

Manufacturers of

The Sherwin-Williams Paint

MONTREAL

LEAD PRODUCTION.

THE United States Geological Survey gives the following statistics of production of lead for the two years mentioned.

State or Territory—	1894. Net Tons.	1895. Net Tons.
Colorado	50,613	46,984
Idaho	33,308	31,638
Utah	23,190	31,305
Montana	9,637	9,802
Nevada	2,254	2,583
New Mexico	2,973	3,040
Arizona	1,480	2,053
California	478	949
Washington, Oregon, Alaska, So. Dakota	150	381
Missouri, Kansas, Wisconsin	8,614	13,706

Total lead contents ores smelted. 132,697 142,441
Contents Mexican and Canadian
ores. *21,000 †21,477

*Estimated. † Of which 5,040 are Canadian.

Assuming, says N. Y. Metal Market Report, that the waste and loss in smelting amounted to 6 per cent., then there were derived from the ores mined in the United States, worked by smelters and desilverizers, 124,700 net tons in 1894 and 134,900 net tons in 1895. Adding the production of soft lead from Kansas, Missouri and Illinois ores, which was 37,686 net tons in 1894 and 39,890 net tons in 1895, the following amounts are reached as closely representing the product of lead from American mines: 162,386 net tons in 1894 and 174,790 net tons in 1895.

According to direct returns, the total production of desilverized lead was 201,992 net

tons. Of this a certain quantity was obtained from refining Mexican and Canadian base bullion (returned as 54,696 net tons), and from lead contents Mexican and Canadian ores (21,477 net tons as per returns).

Making an allowance for waste of 2 per cent. on base bullion and 6 per cent. on ores, there was therefore included in the above 201,992 net tons of soft lead, 73,792 tons of foreign material, leaving 128,200 net tons of lead from domestic sources. This compares with 134,900 tons found by estimating on the basis of direct returns of the lead contents of ores from the smelters. This apparent discrepancy is probably accounted for by changes in the stocks of base bullion carried by refiners, by changes in the quantity of material in transit from smelters to desilverizers, and by difference between the actual metallurgical loss and that estimated. Under the circumstances it seems justified to estimate the lead product of the United States for 1895 at 161,440 net tons.

A BOLT AND NUT POOL.

"Within the past few days," says a Boston despatch, "the organization of a bolt and nut pool has been completed in this city, and as a result the wholesale and retail price of bolts and nuts has increased 50 per cent. within the last month. All the princi-

pal bolt and nut manufacturers in this country, with a few exceptions, have joined the combination, and the firms which are on the outside are not inclined to fight the pool in the interest of lower prices for their products. Whether there will be a further advance in price or not cannot be told, as the prices are to be made from month to month. It is said that the successful consummation of this manufacturing combine was due to the efforts of J. M. Parks, treasurer of the Atlas Tack Corporation, but who holds the more responsible and lucrative position of commissioner of the nail pool, after which the new organization is modeled. The firms in the bolt and nut pool are bound by an unsigned agreement not to sell bolts for less than the pool prices. This is stated to be the price at Pittsburg, and the freight rate to the point where the bolts are made is always added to the Pittsburg figures."

The other day Mr. J. M. McKay, of the Harrison oil works, received a tank car of oil that contained 5,000 gallons. It passed inspection and the oil was pronounced first-class. The Harrison Oil Co. has handled millions of gallons of oil during the past season, and their business is still on the increase.—Guelph Herald.

QUESTION AFFECTING ASSISTANTS

SHOULD, says a writer in Iron Age, assistants study the interests of their customers, also those of their employers, is a question that seems to me well worthy of consideration, and it is one that, as far as I know, has not yet received the attention to which it is entitled. Assistants stand in a twofold character when looked upon from an independent standpoint. The salesman, especially one who is not a personally interested party in the profit or proprietorship of the business, is in the position of the medium between the customer and the owner.

It is from this dual position I wish to regard the salesman, in order that we may see his true place and gain an insight into some of the difficulties by which he is surrounded. I do not for a moment wish to overlook the fact that he is a paid agent of his employer, and therefore his representative for the time being in the ownership of the goods, and consequently it may be also said a personally interested party. I think, however, that this view cannot be sustained when we look at the actual facts and his true position. For what is the salesman engaged, and for what purpose is he employed? He is undoubtedly engaged to conduct sales, and whatever his other duties may be in his capacity as salesman, he is required to not only dispose of the goods of his employer to the best advantage, but to so conduct his sales as to secure a continuance of that trade. In other words, his duty is clearly to sustain the trading relationship between owner and purchaser of the goods.

In order to do this, I apprehend to a certain extent he must, in giving lasting satisfaction to customers, study their interests as well as those of his employer. In order to carry this out his interest, then, must be divided. It is necessary for the salesman to have a certain amount of regard for the interest of the customer to insure the permanent success of the employer's business; and in his sales and recommendations he should remember this, and wisely adapt his sales to the requirements of the customers.

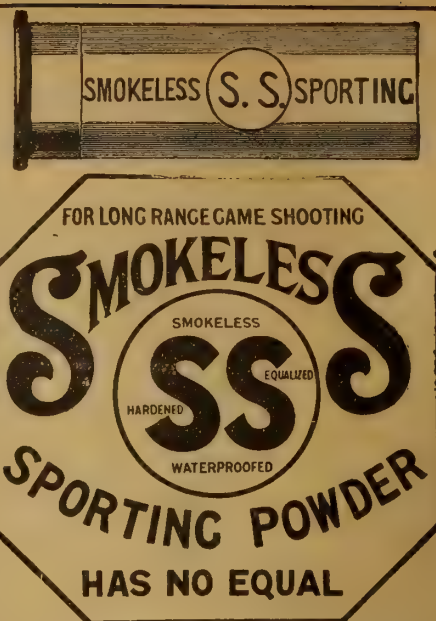
Those of us who have for many years taken an active part in selling know what this means. We know that a clever salesman who understands the goods he is selling, and who has had sufficient experience of human nature, has considerable power in deciding a sale. I need not here tell how this is done; we know the effect of a few words of caution, a little stronger recommendation of one article than another; the disadvantage of one suggested, and the qualities and usefulness of another explained. Oftentimes a word only is enough to turn the scale, so finely is the balance of opinion halting in indecision. Here, then, should the assistant step in, and prove himself a

true and reliable assistant, both for his master and his customer.

There possibly are businesses of a catch nature, where an extra coin secured or an old shopkeeper cleared out, is a direct gain to our employers; but it is not of these establishments I am speaking. The bulk of our ironmongery and hardware business are of a more lasting character, and require treating in a more solid manner. We want to see our business growing and increasing; we want them to grow by the securing of catch customers and by the attraction of our handbills and sale posters. We want them to increase by the real and lasting nature of the goods we are selling, by the ever-increasing number of continuing accounts we are securing. We want our customers to go away fully satisfied, and to come again another day.

In addition to all this we want the recommendation of our present customers given, to secure fresh ones. We want the trade and business of a whole family and their constantly spreading relations and friends, and in order to secure this our assistants and salesmen must keep ever in view this dual relationship of which I have been speaking. Although I have insisted on the necessity for a divided interest and in the interest of our employers for a constant watchfulness and care in all our transactions for the interest of our customers, I have never said that this solicitude for both should be equally divided. No, I do not say this is necessary, although we are appealed to by customers for advice and help, and although for the reasons I have given we wish to guide and assist our customers to make the best, the cheapest and in every way the most suitable purchases for their own needs, still we cannot forget that we are in the paid employ of the proprietor of the business, and their profits must be of paramount importance, where the balance can be adjusted on that side the scale without prejudice to future dealings.

Are we justified, from a moral point of view, some may ask, in doing this? Yes, certainly we are. The goods are bought to sell, and with this selling we must make the profit required to insure a sound business which will pay its way, cover its expenses, and after that yield a living return for the capital invested. Moreover, the public depend for their supply in retail quantities on the dealer who makes larger purchases and divides out the portion wanted; and the customer knows this and expects to pay a fair profit. It is the overreaching, unscrupulous man who lives by his swindling and by his sharp practice, that the public must avoid, and only patronize those establishments where the salesman who, in his employer's interest as well as theirs, studies customers' wants and how best to make their purchases suitable and satisfactory—in price, quality, and material.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
PELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " "

Far in excess of any other Powder,
Nitro or Black.

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

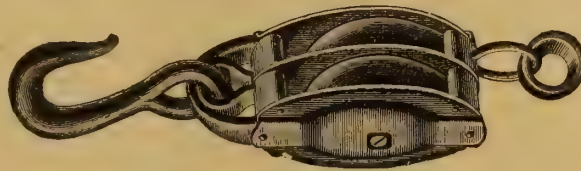
H. S. HOWLAND, SONS & CO.

**WHOLESALE
HARDWARE**

37 Front St. West,

Toronto

**Hartz
Steel**

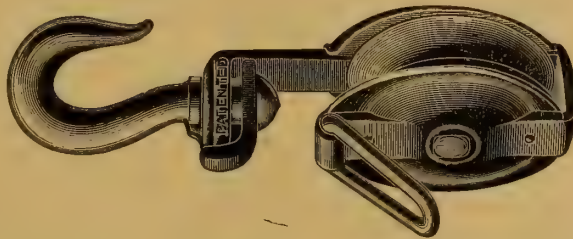


**Tackle
Blocks**



BEST IN USE

SIZE ROPE.	SINGLE.	DOUBLE.	TRIPLE.
4-in., for 1/2-in. ....	.85	1.60	....
5-in., for 5/8-in. ....	.90	1.75	....
6-in., for 3/4-in.	1.10	2.00	2.90
7-in., for 7/8-in.	1.30	2.40	....
8-in., for 1 -in.	1.65	2.85	4.25
10-in., for 1 1/4-in.	2.75	4.50	6.25
12-in., for 1 3/8 or 1 1/2-in.	4.45	7.50	10.65



Snatch Blocks

7-in., for 3/4 and 7/8 rope \$5.50
8-in., for 1 and 1 1/8 rope 7.00
10-in., for 1 1/4 and 1 3/8 rope 9.00

**Canton
Hoist**

No. 33.....\$6.00

Lifts 1500 lbs.

No. 37.....\$4.00

Lifts 800 lbs.

Liberal Discount.

**Prices are Right
Order at Once**

Hay Fork Pulleys



NO. 707

NO. 708

HARTZ STEEL

WOOD SELF-OILER

LOADING BLOCKS

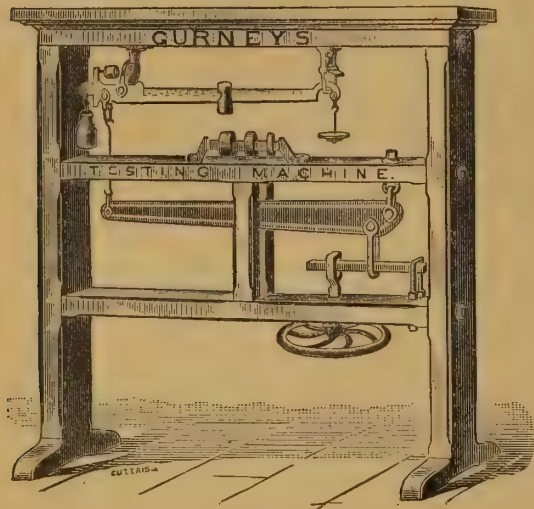
LIBERAL TRADE DISCOUNT

Also SINGLE and DOUBLE WOOD BLOCKS—All Sizes

GRAHAM Cut and Wire Nails are the Best.

FOUNDRYMAN'S TESTING MACHINE.

THE accompanying cut shows the foundryman's testing machine which the Gurney Scale Co., of Hamilton, have recently placed upon the Canadian market. This machine has been found to be durable and effective for the use of foundrymen in testing the strength of cast iron, and ascertaining the best mixture of



iron for any work. A few specimens, 1 inch square and about 15 inches long, may be cast, and tested in a few minutes, thus showing positively which is the best iron for the requirements. By turning the hand-wheel shown in the lower part of the illustration, force is applied to the specimen, which can be weighted by the beam, just as on a Gurney platform scale. The frame work is substantially constructed of selected oak, and the machine throughout is of the highest class of workmanship. The capacity of the machine is 5,000 lbs.

CHEAP POWER FROM THE COAL FIELDS.

Up to the present time, says Cassier's Magazine, substantially all the transmissions of any magnitude have been from water powers, and it is singular to note how their success has stimulated their production. Water powers have been discovered in unheard-of nooks, and even where they were hardly suspected. But there is an end to such discoveries, and sooner or later, beginning in the very near future, something must be done with the next largest amount of unused energy remaining. This is to be found in the huge store of fuel that is our legacy from the carboniferous age. How great it is we can only guess, for we have perhaps hardly begun to take account of it. Yet this is no reason why we should play the spendthrift with that which we now have. Huge piles of waste coal are landmarks in every mining region, and below ground are enormous masses, untouched as yet because of poor quality.

The transportation of coal is really a special case of the transmission of energy,

and we may with perfect fairness compare it with electrical transmission. If it be cheaper and easier to ship coal from the mine to the point of consumption than it is to burn the coal at the mine and transmit the resulting energy, then the latter course must show cause for its existence. Coals, we know, have varying values as fuel, while the cost of mining and transportation is fairly uniform.

Hence, any examination of the question just raised must take this difference into account. While coal is plentiful and water power still remain unutilized, of course the temptation to work in the direction of colossal transmissions from cheap coal is partially removed. Yet it should not be forgotten that coal ought never to be cheap enough to throw away, and water powers are often of deceptive value. It often happens that the expense of developing them makes the investor sad, and wherever cheap coal is available it deserves to be thoroughly investigated with reference to the possibility of electrical transmission. The present state of the case is that on a large scale the transmission of

power from the culm pile, or the now unworked coal mine, over even considerable distances, stands a good chance of commercial success. The larger the plant and the steadier the service, the greater the distance over which power can be sent to compete with that generated on the spot.

COMMERCIAL EDUCATION.

The Central Business College, located at the corner of Gerrard and Yonge streets, Toronto, still continues to occupy a leading position among the commercial colleges of America. This is evident from the fact that the enrolment of new students for the current year is 25 per cent. in advance of that of any previous year in its history. Thorough conscientious work on behalf of its numerous patrons has won for this school a most enviable reputation, and all persons requiring a training in the special courses given by such institutions, will do well to write to the principal for a prospectus.

IMPROVED BORING TOOL.

A boring tool with hollow rods for passing through clay has been devised by Herr Franz Spirra, of Oppeln, Silesia, in order to facilitate the bringing up of the clay bored through, as well as the operation of boring itself. He accomplishes this by providing the hollow bore-shank (Borschaft) with cutters and holes and making it movable on a drill (Bohrer) in order to permit the water and air to pass through the bore-shank underneath the cutters.

Beginning with June 6, both the Canadian Pacific and Grand Trunk Railways will issue Saturday return tickets good until Monday, to all points, at the rate of a single fare and 10c. over.

PIG IRON PRODUCTION IN THE STATES.

IN its monthly review of the pig iron production, the "Iron Age" says: Although there have been quite a number of changes, the current production of pig iron remains practically stationary, at a rate which the accumulation of stocks shows to be excessive.

The weekly capacity of all the furnaces on May 1 compared as follows with that of preceding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
May 1, 1896.....	194	188,319
April 1	200	187,451
March 1,	207	189,583
February 1	215	198,599
January 1	241	207,481
December 1, 1895	242	216,797
November 1	239	217,306
October 1	232	201,414
September 1	215	194,029
August 1	200	180,525
July 1	185	171,194
June 1	172	157,224
May 1	171	156,554
April 1	171	158,132
March 1	173	156,979
February 1	179	163,391
January 1	182	168,414
December 1, 1894	184	168,762
November 1	181	162,666
October 1	172	151,135
September 1	171	151,113
August 1	135	115,356
July 1	107	85,950
June 1	88	62,517

In comparison with preceding months the record of the coke and anthracite and charcoal furnaces stands as follows in gross tons:

	Coke and ---Anthracite--- Number Capacity in blast. per w/k.		---Charcoal--- Furces Capacity in blast. per w/k.	
May 1, 1896.	178	183,559	16	4,760
April 1	180	182,162	20	5,289
March 1	187	184,104	20	5,179
February 1	194	192,375	21	5,085
January 1	218	202,257	23	5,224
December 1, 1895 ..	219	211,565	23	5,232
November 1	215	212,127	24	5,179
October 1	209	196,816	23	4,598
September 1	194	189,653	21	4,376

The position of stocks, sold and unsold, as reported to us May 1, was as follows, the same furnace being represented as in former months:

Stocks.	Feb. 1.	Mar. 1.	April 1.	May 1.
Anthracite.....	454,717	524,180	621,189	639,050
Coke and Charcoal....	134,309	135,896	132,425	130,482
Totals.....	589,026	660,076	744,614	769,532

These stocks do not include the majority of the furnaces controlled by steel companies.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

Paris Green

SULPHATE OF COPPER

Full stock at low prices.



POTATO
BUG..
KILLER

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, TORONTO.

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes,
Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

This is the season when . . .

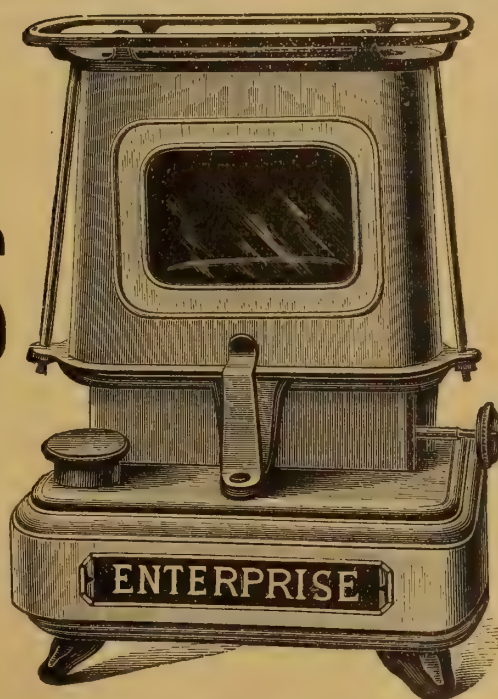


OIL STOVES

are wanted.

We have a large
variety both Canadian
and American

Enquiries promptly
attended to



M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C

TORONTO

WHOLESALE VS. MANUFACTURER.

EDITOR HARDWARE :—I read with interest the interview under the above caption in **HARDWARE AND METAL**, and must take issue with the same on one or two points. I firmly agree that prices to the retailer and jobber should be fixed, and adhered to, so that everyone can depend on getting the article as cheap as his neighbor, for the quantity purchased. I agree, too, that it would be much more preferable in every way for the manufacturer to do his selling through the jobber—providing the jobber will sell his goods.

Suppose, however, that you have an article you want to introduce to the public: how are you to go about it? Naturally, you go to the wholesaler, as he has all the necessary machinery in the shape of travellers, etc., to handle your goods; and how are you met? He politely asks you to create a demand for the goods, and if he gets any orders for them he will be only too happy to buy from you. It does not make any difference how much margin you are prepared to allow him if he will only push them, or how excellent your goods are; the answer is the same. What is the result? The manufacturer is compelled to get out and hustle for himself; and if his goods are right he soon has a good trade. When the trade is worked up along comes the jobber, with a gall that one cannot help but admire, and asks you where his margin comes in. This is the point on which I take issue; and the jobber simply has himself to blame for the manufacturer going directly to the retailer, as he is doing.

There is no doubt a large amount of money being wasted in this country by having travelers out for specialties, when they could be handled far cheaper by the wholesaler, and it is getting to be a serious question as to where it is all going to end.

If you can, through your journal, get the jobbers to see the folly of their course in not countenancing anything until it is thoroughly established, I think you will be doing every person a good turn. It will not be very long until there will be very little left for the jobber to handle, because they cannot expect that the manufacturer is going to give up his trade after being put to the expense and bother of working it up.

JAS. PETERS DONALD.

Toronto, May 18.

AN EXPLANATION.

Editor HARDWARE AND METAL : In your special issue of the 25th April we notice an article on "German Competition in Skates," and must say that on reading same the impression it would leave with any one unacquainted with facts would be very misleading. After remarking on the large quantity of German skates imported every year into Canada, you proceed to state that a certain firm in this city are "the sales agents for the German Acme pattern and the hockey

skates." This statement, appearing as it does in a journal who poses as a giver of reliable information, we think is rather far fetched. We may state, and are prepared to prove, that the last year we imported into Canada, not only a considerable larger number of skates, but also more hardware, cutlery, etc., than the firm mentioned, or, indeed, all other German importing houses together.

The course we have taken in writing the above is not one of antagonism to any of our competitors, but simply to protect ourselves against such general statements as we refer to, and which, although seemingly a small matter, is perfectly capable of harming our trade, or the trade of any other importer to considerable extent. We trust you will give this letter space in your columns, and that you will understand our motive in writing same.

Yours respectfully,

DORKEN BROS. & Co.

BICYCLISTS, KEEP TO THE RIGHT.

SOME knights of the wheel go sprawling and wandering all over the queen's highway. It is all right to perform erratic movements if they are in an open paddock or ploughed field with no one in it but themselves, but in crowded thoroughfares the rule of the road should be observed to "Keep to the Right."

Last Saturday the danger of taking short cuts in defiance of this rule was shown. Mr. W. H. Evans, of the Canada Paint Co., Toronto, was proceeding up Bay street about 3 p.m. on his bicycle when he observed a "scorcher" coming down on the wrong side. Mr. Evans hailed the man at fault in stentorian terms to keep to the right, but the wheelsman kept on, took a swerve to the left, and a collision occurred. They both landed on the asphalt, which had not been carpeted for the occasion—consequence: Faulty bicyclist receives a broken head and Mr. Evans suffers from a severe strain to what the prudish Yankees call, his "left lower limb." Result:

Large crowd——
Loud talk——
Big policeman——
Ambulance——
Repair shop——
Move on!——

CANADIAN RADIATION IN ENGLAND.

We take the following from The British Architect, of London: "The Gurney Foundry Co., Ltd., of Toronto and Montreal, have recently opened large show-rooms at No. 75 Finsbury Pavement, E.C., where they display a quantity of their hot-water boilers and radiators (low pressure). After careful inspection their manufactures seem to be of the highest quality, both in materials and workmanship. The system of heating has given great satisfaction where it has been instituted, and we may mention the following buildings in which this system may be

seen in use: Tivoli Music Hall and Restaurant; Union Bank, Princess street, E.C.; Garrick Theatre; Sir Charles Tupper's residence; Peek, Winch & Co., new buildings, Eastcheap; London and Midland Bank, Peckham, and the new fish market, Farringdon Road, E.C."

THE NEWS FROM HALIFAX.

THE Dartmouth Rolling Mills Co. started operations on the 14th inst. Four complete sets of rolls are on the grounds. The furnaces are in order and machinery has been erected to manufacture bar iron of all kinds. Only one set of rolls has been started. This is claimed to be the only factory making bar iron in Nova Scotia. The enterprise is expected to give employment to 100 men.

The spring trade is over in the hardware business and trade is somewhat slack. Halifax has always enjoyed a good business in fitting out vessels for the fisheries, but the price of fish has been so low that owners of vessels have not cared to go to the expense of fitting out, and consequently there is little doing in this line.

The city dealers are enjoying a good retail trade, owing to activity in building operations and public improvements, such as the electric tramway, new gas line and new drill hall.

With the exception of nails, prices remain unchanged.

A SENSIBLE MANUFACTURER.

"A successful manufacturer," says an exchange, "when asked why he patronized trade papers so largely, to the neglect of other methods of advertising, replied: 'Men who do not read their trade papers and keep posted in their business are usually poor customers. If I sell them a good lot of machinery, they do not know how to use it and report a failure, or we have to run after them. I lose time and money to get them a-going and make the sale stick. But those who read and are posted know how, and succeed. Such men would not read circulars if I were to send circulars to them. They see my advertisement regularly in the trade paper, and know I have an established business, and when they want anything in my line, write me, and do not whine about prices, or what time they can get from others; buy, try, and have no trouble, and pay the bill. Give me such a class of customers as I get by judicious advertising all the time.' His experience is that of successful merchants."

The schooner Ada Madora, a vessel well-known here during the Chicago corn and oat trade, is due, in with a cargo of pig iron and steel rails—600 tons of the former and 100 tons of the latter. The rails are for Ottawa, and the pig iron is consigned to Toronto. The cargo comes from Milwaukee.—Times, Owen Sound.

CARRIER, LAINE & CO.264½ St. Joseph St.
QUEBEC.**LEVIS, P.Q.**145 St. James St.
MONTREAL.**ENGINEERS, MACHINISTS, BOILER MAKERS, FOUNDERS, SHIP
BUILDERS AND GENERAL CONTRACTORS, BRIDGE BUILDERS.**

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

Representatives in Every Town Wanted—FOR THE—
COLD WATER PAINT**A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH****AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF**

No Smell. Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms**VICTOR KOFOD,** Sole Agent for Canada,
45-49 St. Francois Xavier Street, MontrealANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.F. SCHOLES, Man. Director.
J. J. MCGILL, Manager.**CANADIAN RUBBER CO.**

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes	Lumbermen's Hip Boots
Lumbermen's Knee Boots	Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

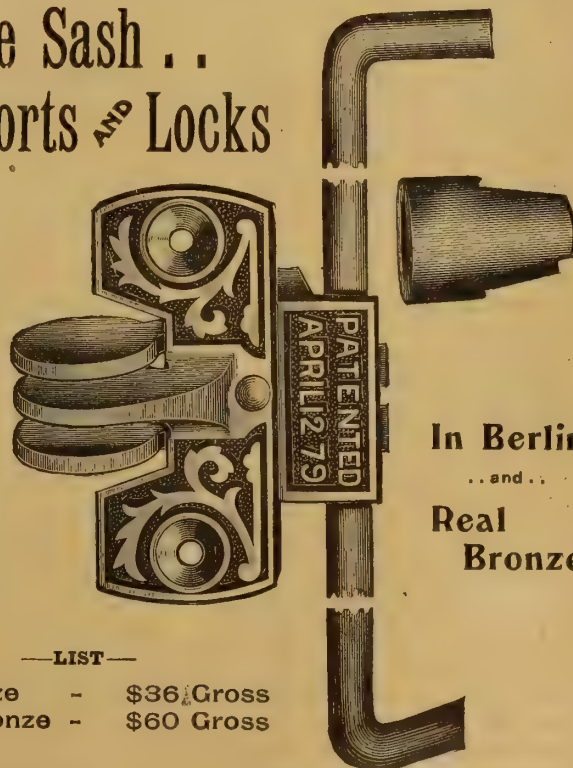
THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSEMade with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO**J. H. WALKER, Manager****Cooke Sash . .
Supports AND Locks**In Berlin
.. and ..**Real
Bronze**

—LIST—

B. Bronze	-	\$36 Gross
Real Bronze	-	\$60 Gross

COOKE HARDWARE CO.

24 HUNTER STREET . . .

Hamilton.

THE COPPER MARKET.

THE position of, and the outlook for, copper are peculiar, and merit the careful attention of the trade, says Ironmonger. For some time past the production has been very largely increased, especially in North America, yet the deliveries appear to have more than kept pace with the augmented output, and quotations have been steadily forced up. The increased deliveries are accounted for by the demand for electrical purposes, coupled with the general activity of the brass trade, yet it does not seem to be fully established that the whole of the metal has gone into consumption, and there is no direct evidence that the enormously-increased quantities which have been sent to Europe from America have been actually worked up for electric lighting purposes. Statistically the position appears to be good. At the end of April the total visible stocks in England and France advised from Chili and Australia amounted to 38,446 tons, as against 39,551 tons on April 15, and 39,980 tons on March 31, so that during the month of April the visible stock decreased by some 1,500 tons. The supplies in April reached 17,426 tons, and the deliveries were 18,960 tons. In March the supplies were 17,434 tons, or virtually the same as in April, but the deliveries were 20,935 tons. Both the supplies and deliveries in these two months were much heavier than in any previous month, so that, on the face of it, there seems to have been a great spurt in the consumption of copper—indeed, during the twelve months which ended on April 30, 1896, the total deliveries were 175,149 tons, whereas the supplies only totalled 159,356 tons. The only inference to be drawn from these figures is that the world is using much more copper than formerly, and the question then arises as to whether the sources of supply are sufficient to meet the demand. So far as our information goes to show, there need be no fear on that score. According

to H. R. Merton & Co., the world's production during the past six years has increased to the extent shown in the following figures:

Year.	World.	United States.	Spain.	Chili.
1885.....	225,592	74,050	47,873	38,500
1890.....	269,455	116,325	51,700	26,120
1891.....	279,391	128,179	53,915	19,875
1892.....	310,472	152,620	56,462	22,565
1893.....	303,530	147,210	53,995	21,350
1894.....	324,505	159,935	54,175	21,340
1895.....	334,105	172,300	54,950	22,075

In the course of ten years the world's production has increased by some 108,000 tons, and of that aggregate it is important to note that the United States have contributed 98,000 tons. What is even more important is the statement that the United States will produce some 45,000 tons more copper this year than they did in 1895. They have produced in the first quarter of 1896 as much as 51,510 gross tons (of 2,000 lbs. per ton), as against 38,000 gross tons in the same quarter of 1895, the shipments to Europe having doubled (from 13,786 tons to 27,856 tons) during the three months of this year. It is thus apparent that the whole of the increased American output has come to Europe, which seems to be a very curious fact when it is borne in mind that electrical developments are much more thorough and extensive in the United States than in any European country. It is fairly clear, therefore, that unless the American consumption increases or the American production decreases (of which there is little or no probability) no serious upward movement in copper values need be feared. As a matter of fact, the probabilities appear to point in the opposite direction, in spite of the favorable statistical position at the moment. It is not unreasonable to assume that the price of copper and the market prices of the shares of certain copper-mining companies are very closely related, and have effects upon each other which are cleverly regulated, but such movements cannot be permanent, and cannot supersede the operations of the ordinary

laws of supply and demand. The present price of G.M.B.'s is not unduly high, but it is certain that any further rise of moment would stimulate production everywhere. There is plenty of copper in the world not yet raised. Capital is eagerly seeking for new openings, and if copper is sent up much higher the unworked deposits in America, Africa and elsewhere would quickly receive attention—to say nothing of the capacities of the existing mines.

NEW BRUNSWICK SHINGLES.

Manufacturers of cedar shingles in New Brunswick, according to The Northeastern Lumberman, are pushing things, while the present free-trade American tariff permits the free entry of shingles from Canada. We learn that one concern is prepared to saw 250,000 shingles per day for the next twelve months, having secured the logs for that purpose. Ordinary estimates of the yield of a thousand feet of cedar logs is about 8,000 shingles, but we learn of one concern last year who averaged 9.2 thousands of shingles from each thousand feet of cedar logs. Of course much depends upon the scale and the soundness of the cedar.

THE BICYCLE CRAZE IN GREECE.

The American Consul at Athens predicts a cycle craze in Greece, as the King has become an enthusiastic wheeler, and the English, American and German Ministers are all cyclists. He says there are now about 400 cyclists in Athens, mostly of the "Raleigh" or "Quadrant" make. A few American "Columbias" have been imported—and preferred—but further supplies cannot be obtained. A German firm have opened with cheap wheels, but they do not sell, "as people seem to be suspicious of articles of this nature of German manufacture." The largest dealers are at Athens, and are said by the Consul to be "willing to handle a good American wheel."

IT EXCELS IN EVERY DETAIL

A Griffiths Special Bicycle at \$100 is an investment that always proves profitable, because the smallest details in its construction are so skilfully perfected that the very best results in **SPEED, RIGIDITY and COMFORT** are obtained, and they are results that last. This wheel hardly depreciates in value after a couple of seasons.

We want Agents.

Send for our Catalogue for full and interesting details.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

Wire Cloth



Sand Screen Cloth

Fanning Mill and Threshing Machine Cloth, etc.

Green Painted Screen Cloth

Special Lath Cloth

Hardware Grade Cloth

Milk Strainer Cloth

Honey Extractor Cloth

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS
DROP FORGINGS
RIVET IRON

STAY BOLT IRON
CARRIAGE IRON
AXE IRON

THE

SET SCREWS

AXLE IRON, etc.

Guelph Norway Iron & Steel Co. Ltd., Guelph

THEY'RE UP-TO-DATE

in every respect. The

Duchess of Oxford



Ranges are fitted with a Patent Duplex Flue, which is one of the great inventions of the age. It increases the durability of the fire-box lining, and not only thoroughly ventilates the oven, but keeps the heat uniform throughout. This flue is only attached to Oxford Ranges, and the advantages it gives are the points that count with buyers of stoves. Send for our Descriptive Catalogue.

The Gurney Foundry Co., Ltd., Toronto

The GURNEY-MASSEY CO., Ltd., Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 22, 1896.

HARDWARE.

THERE has been little change in the general hardware market during the week. The makers of cut and wire nails, wire and other staples are in session here at this writing, but up to the present time the trade have not been notified of any changes, and do not seem to expect any of an important character, as prices have only been revised very recently. Enquiry for all the lines above enumerated has been good. Trade shows a tendency to expansion also in rope and cordage, binder twine, belting and ice cream freezers. In building and plumbing supplies enquiry is restricted to outside points, the demand especially in the city being dull, and also in the province of Quebec. Payments are not satisfactory as a whole, renewals being asked for from some sections in this province.

PLAIN WIRE—A good, fair trade has continued in plain wire, chiefly oiled and annealed. No change in values is to note at this writing. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—A fairly active demand from the west is noted for barbed wire. Values are as yet unchanged as follows. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—The demand has been fair for cut nails at the advance, \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There has been a fairly good enquiry for wire nails, though the aggregate volume of business is not extensive. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—The demand for these has been well maintained throughout the week, chiefly on western account. Discounts are unchanged at 50 per cent.

HORSESHOES—There have been more enquiries for horseshoes, but the movement is small. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

SCREWS—A fair enquiry continues for screws and values are unchanged. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—There is no change in tacks as yet, though some are expected this week.

BRASS AND COPPER WIRE—There is a good jobbing demand for brass and copper wire. Discounts are 12½ per cent.

CARRIAGE BOLTS—Values are steady, with a moderate business doing. Discounts 60 per cent.

RIVETS—A quiet jobbing trade is passing. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Discounts steady at 50 per cent., with trading of a quiet character.

ROPE—There has been an active demand

for cordage and prices are steady, while stocks generally seem to be light. We quote: Sisal, 7c. for 7-16 and upwards, and manilla rope, 9¼c.; deep sea line, 13½ to 14½c.

BELTING—Business was of a moderate character this week. Discounts are: 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

BINDER TWINE—There is a fair demand for binder twine, though buyers don't appear to be particularly urgent about purchasing. We quote: 6¾ to 8¼c., as to brand.

BUILDING SUPPLIES—A good demand is experienced from outside. Otherwise enquiry is light.

CUTLERY—The condition of trade is about the same as it was a week ago.

SPORTING GOODS—Business is still inconsiderable, but enquiries are coming to hand, which is considered a good sign. They apply to all staple lines of sporting goods.

CHAIN—Business in chain has decreased to a material extent. No change in values to report.

PLUMBERS' SUPPLIES—There is no change in the situation of these goods, business being much as it was last week.

GREEN WIRE CLOTH—Business in wire cloth still continues, and the general opinion is that the turnover this season has been fully equal to that of last. Prices are steady at \$1.50 to \$1.60 per 100 feet.

ICE CREAM FREEZERS—A fair jobbing trade is doing in freezers for actual wants at \$1.50 to \$7, according to size.

CHURNS—There is no change in these to report. Discounts are unchanged at 70 per cent.

CLOTHES WRINGERS—Business is moder-



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths
ALSO

Special Steel Tables for Tile
and Cement Fireproof Flooring

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

GOD SAVE THE QUEEN

To-morrow—May 24th—Her
Gracious Majesty, Our Sovereign
Lady Queen Victoria, will be seventy-
seven years of age. Millions of her
loyal subjects throughout the British
Empire will utter the wish that she
may be long spared to reign over us.
For the past thirty-one years of her
reign we have been manufacturing the
"G" brand horse nail, which we con-
fidently claim to be the best in every
particular. Insist on having them.
Our name and brand on each box.
They cost the same as others.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

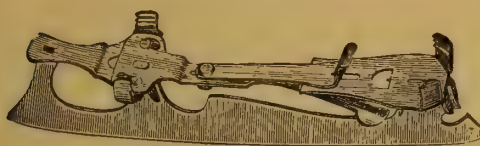
• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**



**ACME and HOCKEY
PATTERNS**

LAMPLOUGH & McNAUGHTON

MONTREAL

ate owing to light stocks. Demand is satis-
factory on the whole at \$26.50 to \$27.

TOOLS—Harvesting and garden tools of
all kinds continue in good enquiry.

AXES—Quiet. We quote: Buck axes,
\$5.75; ordinary chopping, \$7; small steel,
\$5.50 per doz.

BUILDING PAPER—Business is fair on
outside account, with orders chiefly from the
west. We quote: Plain 35 to 40c.; tarred
lining 45 to 50c., and tarred roofing \$1.50 to
\$1.60.

WARE—Tin, iron, and enamelled ware
of all kinds continues well enquired for on
jobbing account.

CEMENT—There has been a fairly active
trade in cement, confined to small lots at
steady prices. We quote ex wharf: Eng-
lish, \$1.90 to \$2, and Belgian, \$1.80 to \$1.90.

FIREBRICKS—There is a good enquiry for
firebricks at \$17 to \$22 per 1,000, as to
brand.

METALS.

The heavy iron and metal market presents
but few signs of activity and this is especial-
ly so in the leading staples, such as pig, bar
iron, tin plates, etc. No important changes
in value are to record, though in many
articles the tendency is easy.

PIG IRON—There have been few sales of
pig iron in a large way during the week.
No. 1 Summerlee in round lots ex wharf to
arrive has moved at \$18.25 net cash, or
about \$18.50 laid down. Nova Scotia brands
are offering at \$16.75, but this has been
shaded in some cases.

BAR IRON—The firmer feeling in bar iron
already noted is more marked, and \$1.60 is
now the inside price.

HOOPS AND BANDS—There has been a
fair demand for hoops and bands, prices
ruling steady at \$2.25.

SHEET STEEL—Business quiet and prices
steady on the basis of \$2.75 for 8 to 16
gauge.

SHEET IRON—Business is quiet, a few
import orders being noted at close figures.
Spot prices are steady at \$2.25 to \$2.50.

TINNED IRON—A moderate jobbing de-
mand is passing at \$5.75 up to 20 gauge.

LEAD PIPE—There is a fair trade in lead
pipe. We quote 7 to 7½c., with 30 per cent.
off.

PIG LEAD—A fair jobbing demand is
noted and prices are rather firmer at \$3.25
to \$3.35.

GALVANIZED IRON—There is a quiet de-
mand from stock. Values are steady on the
basis of \$4.15 to \$4.20.

INGOT TIN—There is no change in tin,
which has been moved at 16½c.

INGOT COPPER—Prices are steady at 11
to 11½c., with only a few lots moving.

SHEET COPPER—A fair enquiry is noted
and prices are steady at 15½ to 25c., as to
grade.

Pig Lead

PURE

HARRIS

HAS FOR SALE

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

IRON PIPE—A fair demand is noted for both galvanized and plain pipe, and values exhibit the same steady tendency. Discounts range from 65 to 70 and 10 off the list.

CANADA PLATES—The easy feeling in Canada plates continues, and prices are easy at the recent decline: \$2.10 to \$2.15.

TIN PLATES—There is no change on spot in tin plates, but a rather better feeling is cabled from primary markets. It has had no effect here as yet, and we quote: Cokes, \$2.55 to \$2.70, and charcoal, \$3 to \$3.25.

TERNE PLATES—There has been a steady jobbing call for terne plates, at \$5.75 to \$6.25, as to grade.

SOLDER—Business fair, and prices steady at 11½ to 13c.

SHEET ZINC—There is no change in zinc, which is asked for in a moderate way at 4½ to 5c.

SPELTER—In moderate demand and steady at \$4.50.

ANTIMONY—There is no change, business ruling quiet at 10c.

GLASS.

Business in window glass is moderate. The first spring importations have been arriving this week. Prices are steady, as follows: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The week has been a fairly good one in this department, but it is noticeable that buyers are acting cautiously and order only for immediate wants. Stocks held throughout the country are believed to be light, and a good share of the spring trade still remains to be done. Prices are without feature, save that turpentine is easier a producing centres, which will shortly affect prices here.

WHITE LEAD—Best brands are selling freely. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—In active demand and scarce. We quote: Pure, in casks, 4c; kegs, 4¼c; No. 1, 3¾c. in casks, and kegs 4c.

LIQUID PAINTS—Continue in active request, the consumption increasing year by year.

LITHARGE—Continues steady but quiet.

PARIS GREEN—Meets very little enquiry. We quote: Casks, 13c; drums, 13¼c., and packets, 14¼c.

LINSEED OIL—Is in better supply, with the demand fairly good. We quote: One to four barrels, 53c. raw, and boiled 56c.; five to ten barrels, 52c. raw, and boiled 55c.

TURPENTINE—Held firm at former quotations owing to light stocks. Tendency easier at primary markets. We quote: Single barrel, 43c.; five barrels, 42c., less 3 per cent. 30 days.

RESINS ETC.—Fairly active demand for naval stores such as okum and waste. We quote: Resins, \$2.50 to \$5, as to brand; coal tar, \$3.25 to \$4; cotton waste, 4½ to 5½c. for colored, and 6½ to 8½c. for white; oakum, 5½ to 7½c., and cotton do., 6 to 11c.

CHEMICALS, ETC.

A fair business has been transacted in heavy chemicals, but there are few prominent features to note. We quote as follows: Bleaching powder, \$2.50 to \$2.75; bicarbonate soda, \$2.25 to \$2.35; sal soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There has been no change in petroleum. Business is quiet and prices steady. We quote: Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

An advance of 1c. has taken place in beef hides owing to the improved demand from tanners and the recent rise in the States. We now quote: No. 1, 5c.; No. 2, 4c.; No. 3, 3c.

ASHES.

There is no change in ashes and we quote first pots, \$3.50; seconds, \$3.25, and pearls, \$4.75.

MONTREAL NOTES.

Receipts of firebricks at Montreal were 19,500.

Arrivals of cement last week comprised 3,900 casks English.

Newfoundland holders of new seal oil are offering it at 35 to 36c. laid down on the wharf here.

J. A. Watterson, metal broker, is now completely settled in his new premises, 7 St. Helen street, Montreal. At present Mr. Watterson is down on a trip to the Maritime Provinces.

The Smokeless Powder Co. are offering a special prize for competition at Bisley. The Canadian team have already entered for the competition. The match is to be shot with "S.S." powder.

The "Indurine" paint mills at Brattleboro', Vt., are again in full running order after their recent breakdown. V. Kofod, the

Montreal agent, can now execute new orders with the usual promptness.

A. Ramsay & Son are now prepared to execute promptly all orders for the well-known "Bulldog" brand. Mr. Dickson, of the late firm of William Johnson, Dickson & Co., has taken charge of the department, and will see that these colors are made under the old formula.

ONTARIO MARKETS.

TORONTO, May 22, 1896.

HARDWARE.

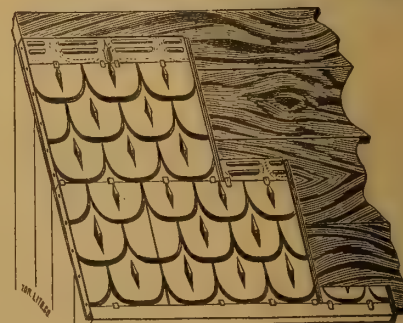
THERE has not been much change in the trade situation since a week ago. All the wholesale houses are fairly well employed, but the orders going out, although numerous, are small. While, however, a fair volume of trade is passing, the wholesalers are not altogether satisfied: they would like to see trade exhibit more life than it now does. Ordinary fence wire is going out nicely, and the barb wire makers are decidedly busy. A little better movement is to be noted for nails, both cut and wire. In horse nails there is scarcely anything doing. Binder twine is in fairly good request, but for rope the demand has fallen off. The demand for rubber hose continues to increase. The same may be said of building paper, although not to the same extent. Payments are much as before.

FENCE WIRE—Quite a number of orders have been received during the week for oiled and annealed. For galvanized, however, the demand has not been so good as it was a week ago. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The demand for barb wire is good, and at least some of the factories are

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

being taxed to fill orders. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—There appears to have been a slight increase in trade again during the past week, but the demand is by no means brisk. The base price is now \$3.75 per keg, with a rebate of 5c. allowed to retailers. Freight is prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Are showing relatively a little better movement than cut nails. Discounts are 70 and 5 Ontario, wish delivery of 10 keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Are exceedingly quiet. Discount, 60 per cent.

HORSESHOES—Scarcely anything doing. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Trade is moderate only. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—Business is still largely confined to country account.

BRASS AND COPPER WIRE—The increased demand noted last week has been maintained, the volume of business now being fairly good. Discount 12½ to 15 per cent.

CARRIAGE BOLTS—Trade is moderate at the unchanged discount of 60 per cent.

RIVETS AND BOLTS—Trade continues much as before. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Orders are coming in but slowly. We now quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¾c. per lb.

ROPE—Trade has fallen off materially during the past week, very little of either sisal or manilla now moving. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—The improvement noted last week continues. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—A little more activity is exhibited in this line than a week ago. The demand is for general assortments.

METAL BUILDING MATERIAL

Siding, Ceiling, Roofing, Lathing, Shutters and Doors of our well known Patented and Registered Designs at very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

SPORTING GOODS—Outside ammunition there is still little doing.

GREEN WIRE CLOTH—Business is gradually falling off. We quote \$1.50 per 100 square feet.

COIL CHAIN—The demand is still only limited. Ruling quotations are: Quarter inch, 4½c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded a little.

PLUMBERS' SUPPLIES—Trade is still nearly altogether confined to country account. As will be noted in our editorial columns, the manufacturers of brass goods have formed an association. In the meantime prices have been withdrawn.

ICE CREAM FREEZERS—Business is still only moderate. We quote prices from \$1.40 to \$7, according to the capacity of freezers.

CLOTHES WRINGERS—A fairly good trade is reported. Jobbers are now receiving stocks that should have been in their possession some six weeks ago. We still quote \$26.50 to \$27 per dozen.

CHURNS—Trade is quiet. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Trade is keeping up fairly well in harvest, garden and draining tools.

RUBBER HOSE—The demand is increasing rapidly for "Lion" or equal, and "Competition." It is nearly altogether 3-ply that is being called for. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Trade remains much the same as a week ago. We quote: Plain building, 40c. per roll; tarred lining, 50c.; tarred roofing felt, \$1.50 to \$1.60 per 100 lbs.

POULTRY NETTING—Demand is fair for small quantities. Discounts, 65 and 10 to 70 per cent.

TINWARE—The demand is fair both for tinware and granite ware.

METALS.

There is a little more doing in black iron and sheet steel. The same may be said regarding pig lead. Import orders for galvanized iron are being freely booked. Zinc sheets are a little dearer. In other lines the conditions are the same as they were a week ago.

PIG IRON—Representatives of American and Nova Scotia firms have been in Toronto the past week, but no transactions are reported. Siemens is quoted at \$18 for No. 1 and \$17.50 for No. 2, Toronto.

BAR IRON—There is very little doing. The idea as to base price is \$1.55, f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Is moving freely, large quantities having changed hands during the past week. We quote \$2.30 to \$2.35, according to quality.

SHEET STEEL—A reaction has taken place during the past week, and some good quantities have gone forward both in "Dead Flat" and No. 2 quality. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per b.; do. 26 gauge, 4¼c.

BLACK IRON—A slight improvement is to be noted. Stocks are heavy. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—While orders are coming in for small lots, the quantities this year have not been anything as large as last year, owing to the smallness of the trade in milk can trimmings. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Some good sales have been made during the week. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Trade is a little more active than it was. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—Fairly good quantities are going out. Import orders are being freely booked, and increased activity is anticipated shortly in the way of prompt shipment. We quote Queen's Head or equal brands: 16 gauge, \$4.35 per 100 lbs.; 17 to 20, \$3.70; 22 to 24, \$3.85; 26, \$4.10; 28, \$4.25. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Trade remains fair at 16½ to 17c. for small quantities. Large lots can be shaded.

INGOT COPPER—Trade is on the whole quiet, with 11¼c. per lb. the idea as to price.

SHEATHING COPPER—Is more active. Quite a lot of roofing and braziers' copper, as well as sheathing, is moving. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—There is a good deal of pipe of all kinds going out. Prices are steady. We quote as follows: English, ¼, ⅜ to ½ in., 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1½ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ⅜ and ½-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—The activity noted during the past week has increased rather than decreased. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.75; 35 gal., \$7.75; 40 gal., \$9; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—There is not much doing outside of orders for fall delivery at these prices: 52-sheet boxes, \$2.35; 60 ditto, \$2.45; 75 ditto, \$2.55; Alaska, \$2.85. From stock we quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20 x 28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—There has been a little quieter, except in stamping and cokes, for which the demand has kept fair. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Orders are coming in more freely. Prices are firm, the association having renewed the agreement. Discount 60 per cent.

SHEET BRASS—Trade is fair and prices steady. Discounts, 25 to 33½ per cent., according to quantity.

TERNE PLATES—Demand is a little better, but quantities wanted are not large. The ruling price for best brands is still \$6.

SOLDER—Trade remains fair at unchanged prices. We quote 11½c. for standard and 12c. for half and half.

ZINC SPELTER—There is no improvement, business being only fair. We quote: Imported, 4⅜ to 4½c.; domestic, 4c.

SHEET ZINC—Prices have advanced. Casks are now quoted 5¼c., and small lots at 5½c. The demand is only fair.

ANTIMONY—The demand has again fallen off, and there is now scarcely anything doing. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Stearns Bicycles

Are handsome, light, durable. Such grace of design as is embodied in this "fast, easy-running, much-talked-about" mount can only be secured by the most approved methods, finest material and skilled workmanship. The '96 Stearns will be the best bicycle it is possible to produce. Finished at your option in orange or black. Address now for beautiful new catalogue. "The Yellow Fellow"

AMERICAN RATTAN CO., TORONTO, ONT.
CANADIAN SELLING AGENTS

BRUSHES—

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers **MONTREAL BRANCH, 301 St. Paul Street**

The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St. West Toronto, Ont.

"CRESCENT" STEEL ENAMELLED WARE . .



We are improving the quality all the time, and are now turning out goods equal, if not better, than any imported.

WRITE FOR PRICES

The **THOS. DAVIDSON MFG. CO. Ltd., Montreal**

GLASS.

Stocks of window glass are being replenished, and they are now in good condition. The volume of business is fair, but there appears to be a certain amount of uncertainty regarding the future. A fair demand is being experienced both for window and plate glass. We quote: Window glass, from stock, \$1.15 to \$1.25 first break in 50-foot boxes, and \$2.20 in 100 foot boxes.

OLD MATERIAL.

Scrap rubber is $\frac{1}{4}$ c. cheaper owing to free deliveries. Wrought iron continues scarce. The demand generally is not any too brisk. We quote: Agricultural scrap, 50 to 55 $\frac{1}{2}$ c per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32 $\frac{1}{2}$ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7 $\frac{1}{2}$ c. per lb. (bottoms), heavy scrap copper, 8 to 8 $\frac{1}{4}$ c.; new light, 7 $\frac{1}{2}$ to 8c.; light scrap brass, 4 to 4 $\frac{1}{2}$ c.; heavy yellow scrap brass, 5 $\frac{1}{2}$ to 6c.; heavy red scrap brass, 6 $\frac{1}{2}$ to 7c.; scrap lead, 2 $\frac{1}{2}$ c.; zinc, 1 $\frac{3}{4}$ to 2c.; scrap rubber, 3 $\frac{1}{4}$ to 3 $\frac{1}{2}$ c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

Small orders, but fairly numerous, is the report this week. Stocks are believed to be light in the country and a steady business is anticipated by the jobbers for some time. There is no striking feature in the way of

prices. A reduction of 1 $\frac{1}{2}$ c. per gallon in the price of turpentine was made yesterday. White lead is in good request, but for small lots, and some well-established brands are hard to get. Prices are firm. Owing to the detention of the spring fleet coming up the St. Lawrence by the unusual quantity of ice, there is almost a red lead famine in the west. Only one jobber has any decent quantity, and he, like a sensible merchant, asks a good top price, and gets it, too. Liquid paints are meeting with a large sale at last week's quotations. Paris green is still languid and but very little moving. The advance in rosin and naval stores was not maintained and quotations are back to old figures. F rosin \$2.75 to \$2.85 per 280 lbs. Other grades in proportion.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to \$4; dry white lead in casks, \$4.50

RED LEAD—We quote: \$4.25 in casks, \$4.50 in 100-lb. kegs; \$4 for No. 1 in casks and \$4.25 for ditto in kegs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13 $\frac{1}{2}$ c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; $\frac{1}{2}$ -lb. packages, 17c.; $\frac{1}{4}$ -lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 60c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for.

GUM SHELLAC—32 $\frac{1}{2}$ to 35c.

CASTOR OIL—In cases, 6 $\frac{1}{2}$ c. per lb. and 6 $\frac{3}{4}$ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2 $\frac{1}{2}$ to 3c. in barrels and 4 $\frac{1}{2}$ c. less quantity.

SEEDS.

The season is practically over for alsike, red clover and timothy, but there is a good demand for ensilage corn, Hungarian and millet seed. The jobbing prices out of store here are as follows: Hungarian, 75 to 90c.; millet, 75 to 85c. per bush.; ensilage corn, 50 to \$1 per bush., according to variety.

PETROLEUM.

Trade continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16 $\frac{1}{2}$ c.; carbon

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Sheet zinc is $\frac{1}{4}$ c. per lb. dearer.

Spring shipments of glass are in stock.

Turpentine is $1\frac{1}{2}$ c. per gallon cheaper.

The manufacturers of gas stoves and gas fittings are extremely busy.

Quotations on brass goods have been withdrawn by the manufacturers.

The price of wire nails in the Maritime Provinces has been reduced $2\frac{1}{2}$ per cent.

All departments of the James Robertson Co., Ltd., are so busy just now that they are putting on a night staff.

M. & L. Samuel, Benjamin & Co. have taken into stock this week a large shipment of grindstones, comprising all regular sizes and weights.

M. & L. Samuel, Benjamin & Co. are in receipt of a further lot of Diamond vises. They report that the sale of these vises is very satisfactory.

The question often arises, are liquid paints suitable for outside painting? Some are. The whole of the exterior of the Queen's Hotel, Toronto, is being painted with the ready mixed paints manufactured by the Canada Paint Company.

The "Keystone" egg beater, stocked by M. & L. Samuel, Benjamin & Co., is a ready seller. It is so designed as to be easily adjusted to the wall over kitchen table, and is, therefore, always ready for instant use. Another shipment has just come to hand.

The Gurney Foundry Co. have just placed two of their largest Vulcanic grates in the Temple Electric Light building, Montreal. A set has also been sent to the Bowmanville Organ & Piano Co., Bowmanville, while another has been put into Polson's yacht at Toronto.

In the item which appeared in last week's issue regarding the steamer Corona, the new boat that is to replace the Cibola on the Niagara line, the name of Sanderson Percy & Co. was inadvertently omitted as having furnished white lead and other goods for decorating that boat.

The Metallic Roofing Co., of Toronto, have just closed a contract for 2,000 squares of Eastlake steel shingles for shipment to London, and 500 squares of the same shingles for Quebec. They have also secured the contract for covering the extensive buildings owned by Mr. Booth, the lumberman, of Ottawa.

UNITED STATES MARKETS.

NEW YORK, May 22, 1896.

PIG TIN—The more or less strong undertone that has characterized the market for spot stock remains unbroken, since consumption still runs ahead

of the importations, while the stocks afloat are so moderate and the tenacity of large London holders so marked that other influences are set at naught for the time being. Speculative interest is seemingly a little more animated here, but mostly in the nature of operations against old contracts. Purchases by the out-of-town trade and consumers are on conservative lines, but involve a considerable amount of tin for delivery during the balance of the month. On 'Change settling prices were raised to 1360c. for current month and 1350c. for June contracts. Actual tin was sold outside, 13.60 to 13.70c. f.o.b., as to size of lot, prompt delivery.

COPPER—The market for all varieties of the metal is very firm. The undertone is strengthened more or less by the semi-monthly European statistics, showing that in the face of enormous exports from this side of the Atlantic, the foreign visible supply decreased 1,600 tons during the first half of May. This assurance of enormous consumption in Europe has, in fact, dispelled the suspicion that was more or less generally entertained a short time ago that copper has been "hidden" by foreign operators for speculative purposes. The extent to which home consumers have placed orders recently would indicate that the outlook in this country is not dark, although manufactured goods may not be selling in a wholly satisfactory manner at the present time. Lake Superior ingot appears to be more difficult to secure for any delivery during the next three months and is now openly offered at under $11\frac{1}{8}$ c. Electrolytic is very firm at $10\frac{7}{8}$ to 11c. and lower prices than $10\frac{1}{2}$ to $10\frac{3}{4}$ c. for good casting stock are the exception. In fact, sales were reported at the outside figures. It is understood that the Calumet & Heckla sales involve quite 20,000,000 lbs.

PIG LEAD—The market remains in a very flat condition. Orders are scarce in this quarter and rarely for more than a few carloads. Western advices are the reverse of encouraging, noting as they do, only moderate business and weakish tone to values. Common western and spot, or for early delivery here, was quoted at $3.02\frac{1}{2}$ c. and there were some indications of as low as 3c. having been accepted for early shipment prim-

BETTER THAN A POT OF MONEY

For any young man or woman is a

... GOOD ...

BUSINESS EDUCATION

The best spot in Canada to secure it is in Toronto, at the ...

Central Business College . . .

Cor. Gerrard and Yonge Sts.

Up-to-date in every particular; modern methods, thorough work, low fees. A postal will bring you all particulars by return mail. Address,

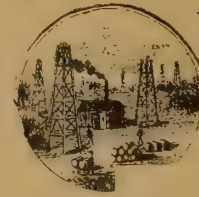
W. H. SHAW, Principal



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



Van Tuyl & Fairbank

Petrolia, Ont.

Headquarters for . . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

NOW PUBLISHED

LOVELL'S

Business and Professional Directory

For 1896-97

Of every City, Town and Banking Village in the Dominion. A volume of nearly 2,000 pages.

Price to Subscribers - \$5.00

" to Non-Subscribers - \$7.50

Orders received during the next 10 days will be filled at the subscription price of \$5.00.

A large sum of money and great care has been expended upon the work, and the publishers believe it cannot be anything else than satisfactory to anyone using it.

JOHN LOVELL & SON,

Montreal, May 15, 1896.

Publishers.

COLLIE DOG FOR SALE

Dark Sable Coat, thoroughbred, sire "Finsbury Hero," will be sold at a bargain. Address,

"SCOTCH KENNELS"

The MacLean Pub. Co., Toronto.

WIDE-AWAKE DEALERS

Buy the goods that sell the best.



HAVE YOU TRIED

"QUICKSHINE?"

If not, why not?

ary points. London cables came a fraction lower, quoting £11 for soft Spanish.

SPELTER—Transactions are small in this market and orders are running light also. Sellers remain firm, however, despite some recent low quotations from the west, and it seemed doubtful that good brands could have been secured at less than 4.10 to 4.15c. laid down here or at common point. London cables quoted an advance to £17 10s. for good merchant brands.

ANTIMONY—A moderate business only is passing and prices remain at about 7½ to 7¾c. for Cookson's, 6½ to 6¾c. for Hallett's and 6½ to 6¾c. for Japanese.

TIN PLATE—The market remains in a quiet condition, with orders generally small and coming in slowly. Prices are somewhat ragged, as not unusual during a quiet period, but show no positive change.

IRON AND STEEL—There were no new developments in pig iron and finished products remain unchanged. Business in all departments is light.

PERSONAL MENTION.

Mr. A. A. McMichael, vice-president of the James Robertson Co., Ltd., is visiting the Winnipeg branch of the company.

Mr. Geo. Townsend, representing Baeder, Adamson & Co., of Philadelphia, manufacturers of sand paper and emery cloth, was in Toronto this week. He went east to Montreal on Thursday night.

Mr. J. Samuel, of Samuel, Sons & Benjamin, London, and M. & L. Samuel, Benjamin & Co., Toronto, is in Toronto on a visit.

Mr. W. H. Carrick, vice-president of the Gurney Foundry Co., Ltd., Toronto, leaves on Wednesday en route for England. He sails by the Umbria on Saturday from New York. He will be away about three months.

Mr. Miller, representing Rogers, Brown & Co., of the Niagara Furnaces, Tonawanda, N.Y., was in Toronto this week. He said his firm is kept busy.

DECLINE IN TURPENTINE.

At a meeting of the Price Committee of the Turpentine Association, held in Toronto yesterday, it was decided to reduce the price of turpentine 1½c. per gallon. This makes a total reduction of 3c. per gallon inside of a month. The price is now, freight allowed, 42c. for 5 to 9 barrel lots, and 43c. for 1 to 4 barrels. It is thought that this will be the lowest point touched.

Advices from the South report the market fairly firm at quotations, despite the continued large receipts, as the trade appeared willing to take all supplies offered at the prices now ruling. In New York, on Wednesday, according to The New York Journal of Commerce, business was moderately active, and the market showed an improved condition.

WALTER GROSE 30 St. Dizier Street . . MONTREAL

Representing Manufacturers of

Brass

Sheets, Chain, Butts,
Rings, Handles, Nails,
etc.

Lamp

Burners, Trimmings,
Stoves, Wicks, etc.

Lanterns

Tubular, Railroad,
Bicycle, Brass, etc.

Bells . .

Strapped, Open,
Shaft, Saddle, etc.

Halters

Rope, Web,
Leather.

The Celebrated Peterboro' Locks in Iron and Bronze finish.
Door Knobs in great variety, and full line of Builders' Hardware in latest patterns and finish.
... WHOLESALE ONLY ...

ESTABLISHED 1856

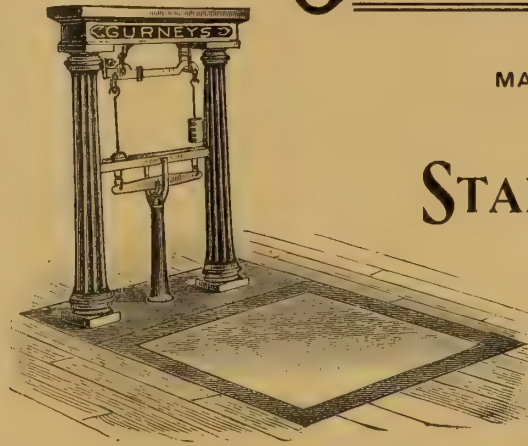
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

Bennett's Patent Shelf-Hardware Boxes are unequalled

If you wish to have an up-to-date store, and to save time and expense, read what B R Hamilton, the inventor of the Cradle churn, has to say about them, and do likewise.

J. S. BENNETT, Winnipeg.

NEEPAWA, Man., April 24th, 1896.

Dear Sir,—We take pleasure in adding our testimony to the high value of your Patent Shelf Boxes.

Having purchased from you the right to fit up our hardware store with these boxes, we at once set to work and, during the slack season in winter, made up seven hundred boxes to suit our shelves and stock. We had the ends run out by the planing mill here at a small cost, and we did all the other work of making and finishing in our own tin-shop.

To say that we are pleased with the result, only partially conveys our appreciation. We are more than pleased.

For neatness and uniformity of appearance, for convenience in handling and keeping stock, and for strength, lightness, durability and cost, these boxes are by all odds the best thing of the kind we have ever seen. No well regulated hardware store can afford to be without them. Yours truly,

B. R. HAMILTON & CO.

Price List on application. Infringement will be prosecuted. A sample box mailed on receipt of 25 cents, and store rights granted for \$10. Full instructions given for making.

Address all enquiries to

J. S. BENNETT, WINNIPEG

WE ARE HANDLING ONLY

"Hammer Brand"

Window Glass
this season

and having just received our first spring shipment are in a position to fill all orders for **Star, Double Diamond, or Picture Glass.** With this shipment we have also a large consignment of **Colored, Enamelled** and other ornamental glass. **WRITE US FOR PRICES.**

STEWART & WOOD

82 and 84 York St.
Glass, Oil and Color Merchants

Toronto

TRADE CHAT.

THE Street Railway Co. want \$10,000 to establish an electric service between Sarnia and Point Edward.

Large shipments of rough granite are being made from St. John to New York.

Cobourg people want reduced Saturday fares over the G.T.R. to Toronto and return.

The contract for rebuilding the Meadowvale bridge in York county has been let to Fallows & Lewis for \$7.15 a yard.

The Southwold Township Council has decided to erect two new steel bridges at Payne's Mills and at the Bamerry bridge.

A. Darrach has prepared plans for a two-storey frame dwelling, to be erected by M. McAndrews on Elizabeth street, St. Thomas. It will cost \$1,800.

The new international steamer, St. Croix, not only brings the largest cargoes, but makes the fastest time ever made between Boston and St. John.

C. P. R. Telegraph messengers are now using bicycles in delivering messages. The extra promptness is appreciated by the merchants, and the boys enjoy the work.

A fire started Monday afternoon in Eby's saw and planing mill, Floradale, destroying the mill, as well as a large quantity of lumber in the yard. The fire rapidly spread to

adjoining buildings, and there was great danger of the whole village being destroyed. Elmira was telephoned for assistance, and as quickly as possible the fire engine and about fifty men responded to the call, and rendered great service in preventing the fire from spreading to other buildings. The saw mill, lumber and a small barn are the extent of the casualty. Actual loss not yet known.

Mr. A. S. Ball, of Woodstock, stands to realize \$20,000 on a 25th interest in the Vale Barrel Machine Company, who have been offered \$500,000 for their United States patent.

No. 1 Company defeated Hobbs' Hardware Co.'s team on Saturday afternoon on the military grounds, London, by a score of 7 to 14. The batting of the V.R.I. was especially heavy.

Halifax is to have another steamship to run between that port and Trinidad and Demerara. If there is business the service will be extended to Pernambuco, Bahia, Rio Janeiro and Santos.

Mr. D. F. Burk, of Port Arthur, was at the Parliament buildings, Toronto, Wednesday afternoon. He stated that the stamp mill now in the course of erection on the Empress gold location, near Jack Fish Bay, would be completed in a couple of weeks. He also said that a number of Americans

had become interested in the iron ranges along the Mattawa river, and that there was a possibility that active work might be done on these properties.

W. C. Patten & Son's carriage works at Wolverton had a narrow escape from fire last Thursday. It caught by a spark from the smoke-stack. It was soon discovered, and with the prompt aid of friends was soon extinguished.

Seeding along the main line of the Northern Pacific is being pushed rapidly. A great many thought that there would only be about 40 per cent. as large an acreage of wheat seeded as there was last year, but with favorable weather from now on it is thought there will be about 80 per cent. of last year's wheat acreage seeded.

Probably the largest monied contract for electrical power ever given in the world was signed Wednesday between the Canadian General Electric Co. and the Lachine Rapids Hydraulic, Water and Power Co. The contract was to furnish twelve electrical machines for the Lachine Co. for the distribution of power in this city. The stipulations were to the effect that six of these machines shall be in working order by November next. This move will consequently result in the expenditure of \$200,000. Dr. Carey Hutchinson, electrical engineer, of New York, has been appointed in charge of this work.—Herald, Montreal.

Your business is incomplete

If you have not added to it a line of high-grade and reliable bicycles. True as this is, it is fully as true that nothing will so jeopardize your business and reputation as a line of unreliable wheels, whose only virtue may be cheapness. **The McCready Bicycles** are well and favorably known from Halifax to Vancouver. A **McCready** agency contract is as good as greenbacks. **Write for Catalogue and Discounts.**

The R. A. McCREADY CO., Ltd.

149 Yonge Street, Toronto, Ont.

THE "RELIABLE" Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

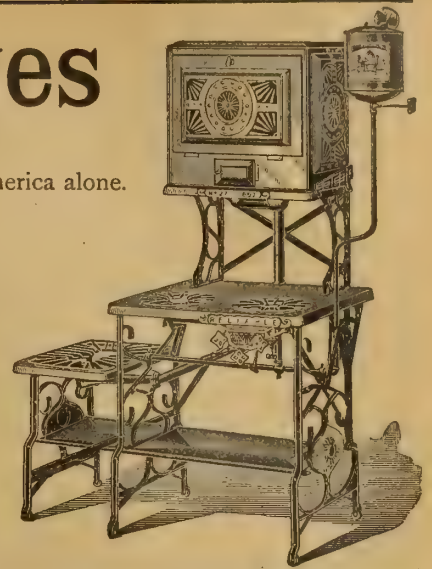
Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



BUSINESS CALLS.

In making a business call, the business should be the object to the call, and when the business is transacted the call should be promptly terminated, remarks Michigan Tradesman. In too many instances, when the business is finished, there is careless, lazy hesitation and waiting. It does not necessarily follow that the business caller should always immediately proceed on his journey when the business of the call is ended. If the circumstances and the humor of the recipient of the visit are propitious, there may follow a friendly call or chat; but let the business be wound up and the change to the other kind of call be positive. Any hesitation or waiting, that seems to need something more to be said when all is said that is necessary, quickly becomes exceedingly annoying; and, while the man receiving such a call may not formulate in his mind the reason for the annoyance, he conceives a dislike unconsciously. There are some men—young men mostly—who con-

sider an abrupt, gruff manner as a business-like acquirement. Such a manner is quickly set down by the man of experience as callow affectation. This is not so serious a danger as the other, but it is one to be avoided. Be natural; be courteous; and above all, be prompt.

FREIGHT RATES TO KOOTENAY.

New freight tariff from Winnipeg to West Kootenay points went into effect on the 15th inst. The rates show an advance of about ten cents per 100 pounds over existing rates. They are as follows: To Nelson and common points—Class 1, \$2.32; class 2, \$2.06; class 3, \$1.80; class 4, \$1.59; class 5, \$1.28. Sandon and common points—Class 1, \$2.77; class 2, \$2.44; class 3, \$2.10; class 4, \$1.82; class 5, \$1.49.

DEATH OF JOHN LIVINGSTON, SR.

Mr. John Livingston, Sr., partner of the firm of J. & J. Livingston, flax manufacturers, Baden and Listowel, died very suddenly at his residence in the latter place about 10 o'clock Thursday morning. He had been chatting with some friends in a neighboring house and suddenly put his hand to his

heart and complained of a severe pain. He hurried home and a physician was summoned, but he died in about 20 minutes.

ST. PAUL-KOOTENAY FREIGHT RATES.

Notice has been given by the Soo line of its intention to put in effect June 1 a rate of \$60 from St. Paul to Kootenay points. Tickets will have limits in both directions of forty days and final return limits of ninety days. The same road has also declared that it will maintain the round trip rate to points intermediate to those named which will be \$10 lower than any round trip rates now in effect or which may be put in effect from St. Paul and Missouri river points to Spokane.

The secretary of the Western Ontario Commercial Travelers' Association has been advised by the general passenger agents of the G.T.R. and C.P.R. that it has been decided to grant the request of the association to allow checking of baggage on tickets purchased ahead at the end of the week, in order to facilitate the movements of the travelers. Instructions have been issued to commence the practice at once.



TRADE MARK

PAINTS

We have further good things to offer the Paint trade this week. The trade marks and stock of the late firm William Johnson Dickson & Co. now belong to us. We bought them out and have the good-will too, and it is our intention to fill all orders of the well-known "BULLDOG" brand promptly and satisfactorily. Mr. Dickson of the late firm comes with us, and it will be his duty to see that these colors are made under the old formula. "BULLDOG" superfine coach colors go to the United States, South America and all over Canada; there are none better made on this continent.

UNICORN colors are also still to the front. Our friends are making money out of UNICORN mixed Paints, White Lead, etc., this year. Send for more sample cards if you want them.

A. RAMSAY & SON, Montreal

Referring to the above, we wish our friends all success in their new relations with **A. RAMSAY & SON**, for whom we solicit the generous patronage accorded to us in the past.

WILLIAM JOHNSON DICKSON & CO.



TRADE MARK

SALESMEN IN LEADEN SHOES.

If there is anything the average customer in a store dislikes, says a writer in Age of Steel, it is being neglected by the man whose duty it is to ascertain his wants and accept their equivalent, be it in nickels, dimes or dollars, with courtesy and commercial grace. If a man is in quest of a gimlet, a hammer, or a pound of nails, he does not expect to kill time, or cultivate the virtue of Job in order to give a salesman a special privilege on the clock, or the opportunity of loading up an unwilling lady with idle compliments that she values less than the curling iron or the coffee mill she has purchased. Where a salesman is afflicted with this delicious languor, and graciously allows the flies to settle on himself and the counter, while a would-be customer is maintaining an awkward perpendicular on the crude rim of a nail keg, or counting his fingers twice to escape the tyranny of time, it is not likely that a second experiment will be made by the same person. There is, of course, a class of idlers who frequent stores for purposes of gossip, the killing of time, and a leisurely vacation on the edge of a counter, or the upper side of a coil of rope. They are glutinous when on a stool, and their patience is undisturbed, no matter how long they wait, for a clothes line, or a package of tacks. Delays with such a class are delights. The expenditure of a dime covers an acre of time. They neither protest nor perspire, and would willingly fetch their night caps along when in quest of a tea pot or a pair of scissors. This class of people, though unfortunately too numerous, are not in the majority. The average purchaser would rather have his naps at home, and when he goes into a store, he is not anxious to cultivate a growth of moss on his back, or to lose a dollar's worth of time in getting rid of twenty-five cents, and disturbing the tranquillity of a neglectful salesman. That gentlemen of this serene and dignified character are to be found in daily business everybody knows. How they got there, and what value they are, may be a profound problem. The fact is they are there, with the pennant flying: "the waiting is on your side, not on mine." Now, if it is not agreeable for a customer to feel as a calf does at a state fair, or a lady with a beard at a museum, and to be conscious of neglect on the part of men who are only too glad to take his money, it is certainly not to the advantage of business to neglect a customer, or treat him as a mouse in a trap by keeping him there till we choose to let him out. People as a rule like to be waited on promptly. It is a courteous attention to their wants, and an implied wish to secure their trade. It is needless to say that such attentions are pleasing, and count for more than cash can buy in the building up and retaining of any business. Insisting on this prompt attention would soon change the complexion of business in many stores, and a radical change of heart and manners on the part of some salesmen who badly need it would be a boon to a long-suffering public. Autocracy behind the counter is out of place, always was, and ever will be. The salesman in leaden shoes is as much out of his place in a store as in a horse pond.

ISLAND CITY Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

THE BEST FARM AND GARDEN WHEEL-BARROWS



At Right
Price

J. H. Connor

Manufacturer

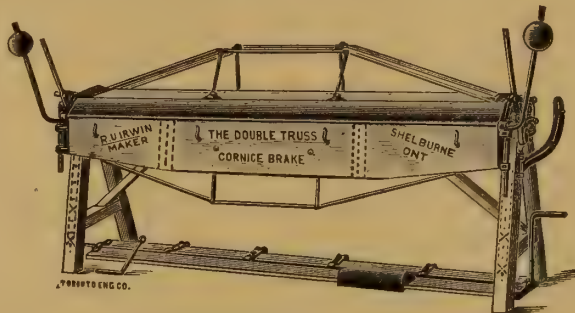
OTTAWA

Binder Twine

We have other standard brands also for sale. Drop us a card for full price list and samples.

DICK, RIDOUT & CO.

TORONTO



**Our 8-foot
Brake for \$60**

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

**THE DOUBLE TRUSS
CORNICE BRAKE CO.**

Shelburne, Ont.



NO. 1189. BICYCLE CUP.

Chased, Gold Lined, \$12 List,
Height 9½ inches.

Prize Cups

**TROPHIES
MEDALS**

**PEWTERS and
TROWELS**

A SPECIALTY.

If interested in this class of goods write
for copy of Illustrated Catalogue.

THE...

Toronto Silver Plate Co.

Factories and Salesrooms
King Street West

TORONTO, CAN.

E. G. GOODERHAM, Manager and Sec.-Treas.

The Swansea Forging

SWANSEA
Near Toronto

Company, Limited

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage HardwareBicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

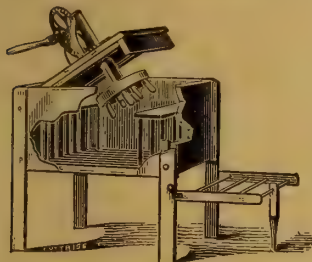
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER

Write for
prices onWASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON

Eastern Agents, Montreal

JOHN LUCAS & CO.'S

Imperial
French Green

This brand is being pirated by unscrupulous parties who recognize the fact that discriminating and practical judges pronounce it **the best green made**, and will have no other.

BEWARE OF COUNTERFEITS

HYGIENIC USES OF ELECTRICITY.

The subject of electric lighting of hospitals is receiving considerable attention abroad, remarks an exchange. The superior healthiness, cleanliness and convenience of the electric light, as compared to other forms of lighting, together with the fact that it does not cost more than an equal illumination by gas, render it an ideal illuminant for hospitals. A hospital requires a light that can be localized by means of more or less portable lamps, and with this in the electric light we have combined safety and freedom from vitiation of the atmosphere. One disadvantage was, until recently, that it was impossible to vary the intensity of the light of an incandescent lamp, but this has been overcome by several devices now on the market, so that one is enabled to obtain any desired degree of illumination from a mere glow to the full light of the lamp by simply turning a key. In this connection some interesting statistics are reported by a large firm at Norwich, Eng., which three years ago adopted electric lighting in its factories. In connection with the firm there is a benefit fund, and during the last few years preceding the adoption of electricity, benefits were received by employees on account of sickness amounting to 11 per cent. of the people employed, but since the introduction of the electric light the number receiving benefits were only 4 per cent. of this number.

WINDOWS OF WORKSHOPS.

Windows of workshops, toilet rooms, etc., says an exchange, are often painted to either soften the light or shut off the view. A very lasting and uniform coat of paint is obtained in the following manner.

The glass is cleaned thoroughly with acidified water and fossil meal and a solution of 10 parts of stale beer and 1½ parts of potash water is poured over it. After drying the glass is heated moderately and as uniformly as possible, when it is ready to receive its coat of paint, for which the following prescription is given: 100 parts (weight) of Cologne glue are allowed to soak in cold water for several hours. The water is then poured off and the glue is put into a pot and melted. While the glue is melting, 200 parts of linseed oil are heated until the temperature of both substances is about equal. As soon as no more air bubbles can be observed in the glue, the linseed oil is added gradually under continual stirring. The mixture has to be kept hot over a slow fire for an hour and stirred without interruption. For stirring, a round stick is the best, as an angular one will produce bubbles. Then 200 parts of slightly heated turpentine or camphor oil are added, and at last the coloring substance and 150 to 200 parts of water. All these additions have to be made slowly, while stirring must not be neglected. The paint is spread on lukewarm, and is dry within six hours.

FENCING PLIERS

Henry Boker's
TREE GOODS

BEST IN THE MARKET.

Frothingham & Workman
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, HamiltonAbbott & Co.
ROLLING MILLS

Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET
MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices:

Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

NO new features have developed in the plumbing trade during the week. The volume of business with the jobbers in plumbers' supplies is increasing, although somewhat slowly, and the increase is practically confined to the country.

The Master Plumbers' Association of London, Ont., is now well upon its feet. Tuesday last President Burroughes, of the Toronto Association, superintended the installation of the officers, and instructed them as to ways and means of conducting the meetings of the association. One of the first things the association has undertaken to agitate for is a plumbing inspector. Tuesday last was practically a holiday for the plumbers of the Forest City.

LONDON MASTER PLUMBERS' BANQUET.

The first annual banquet of the Master Plumbers' and Steamfitters' Association of London, Ont., took place in the Grigg House on Tuesday evening last. About 60 guests sat down to dinner, President R. J. Haslett occupying the seat at the head of the table, accompanied on the right by Ald. Skinner, Medical Health Officer Hutchinson and Ald. Armstrong, while on his left sat W. Skelly, jr., second vice-president; W. J. Burroughes, president of the Toronto Master Plumbers, and A. Fiddes, of Toronto.

After full justice had been done the dinner, the menu of which contained everything from oysters to ice cream, the toast list was entered upon, which was interspersed with songs and music during the evening.

The president, in his opening remarks, explained the objects of the association, which, he said, were to promote a more sanitary condition of the city, the use of good materials and the encouragement of good workmanship. He proposed the toast of "The Queen and Royal Family." The toast of "The Governor-General" was responded to by all present in "He's a Jolly Good Fellow." "Canada, Our Home," was replied to by John Law, who eulogized the country as the best on earth. "The Mayor and Corporation of London" was replied to by Ald. Armstrong and Skinner. Ald. Armstrong, as a representative of the Mayor, dwelt upon the question of sanitary improvements, and said that in order to have a perfect sanitary condition of plumbing work, it was essential to have an efficient inspector to examine the work, so that the people would be assured that it was for their interest and the health of their homes, and a general benefit to the community.

Ald. Skinner followed in a similar strain. Responding to the toast of the "Master Plumbers' Association," Mr. Burroughes, of Toronto, stated that the object was to have a standard, above which you might go, but

never below it. He called attention to the fact that in July a convention will be held for the purpose of forming a National Plumbers' Association.

Mr. Mansell, Wm. Smith and A. Fiddes followed, the last-named gentleman remarking that he had traveled since he was 14 years old, and had not been in London before. He had never been in a city in his life where he thought more of the surroundings than here, and would come again.

"The Board of Health" was replied to by Dr. Hutchinson and Ald. Skinner. Dr. Hutchinson said he had met a great many plumbers in his years of service as medical health officer—good ones and bad, but good ones were not always prompted to do their best. He found bad plumbing in old buildings. The death rate in Toronto had decreased through sanitary improvements; and the death rate in London has decreased from 21 per 1,000 some ten or twelve years ago, to one-half that now, and it was the healthiest city in America for its population. Only three houses had been placarded this year for infectious diseases.

Ald. Skinner said that as the city was about to organize a gigantic scheme of improved sewerage, he hoped the Government would grant some assistance.

"The Manufacturers and Wholesale Supply Men" brought forth happy little speeches from Messrs. Mann, Allen, Stephens and Coleman; while "Our Guests" were looked after by Herbert Matthews and G. Craddock in a few brief but pointed remarks.

Among those present were: Mr. Stephens, J. Haslett, jun., Mr. Allen, James Flarity, Ald. Armstrong, Dr. Hutchinson, Ald. Skinner, James Haslett, sen., W. Skelly, jun. A. Fiddes, Wm. Joanes, John Law, C. W. Walker, Robert H. Geldart, Armon W. Irwin, G. Craddock, Herbert Matthews, Wm. Smith, Wm. Skelly, sen., Andrew Mann, Frank Bickley, Chas. Williamson, Thos. L. Partridge, W. J. Burroughes, W. Mansell, E. Holland, A. Millan, C. Needham and Mr. Coleman.

A telegram was received late in the evening announcing the regret of A. Lamarche, president of the Master Plumbers' Association, Montreal, at being unable to attend.

MASTER PLUMBERS OF GREAT BRITAIN.

The National Association of Master Plumbers of Great Britain and Ireland held its first annual meeting in the Council Chamber, Nottingham, on Wednesday, May 6th. In the absence of the president, Mr. H. Lightfoot (Manchester), Mr. A. E. Biggs (Leicester) occupied the chair. There was a large attendance, some 250 members being present.

The chairman, in his opening address, referred to the progress made by the associa-

tion since its inauguration a year ago. At the preliminary meeting held at Leeds in May last some 60 or 70 members joined the association. To-day the roll of membership is more than 500. Referring to the objects of the association, he said it might appear at first glance that their objects were somewhat selfish, inasmuch as they refer chiefly to their own interests as master plumbers. In the first place, they wanted to be put in a proper position in regard to contract work. They wanted their trade to be recognized more fully by architects. Their particular industry was not part of the actual structural work of the builder, and ought not to come under his control. It was, therefore, proposed to agitate for separate contracts for plumbers' work, and that was desirable, he contended, not only in their own interests, but in the interest of the public generally. Perhaps the most important object the association has in view is the prevention of the illicit trading on the part of manufacturers and merchants. A large number of manufacturers and merchants, he stated, have been in the habit of supplying plumbers' goods to other than plumbers at the same price plumbers are compelled to pay, and sometimes at less. It was, therefore, desired to bring manufacturers and merchants into the right line of thinking, so that plumbers might reap those benefits and profits to which they were entitled. One of the most important matters which they had to face was the transference of a large amount of work which plumbers used to do into the hands of manufacturers. With the progress of sanitary science new appliances have been introduced into the trade, in the manufacture of which working plumbers have no part. He instanced traps, bends and cisterns. The use of such appliances has deprived them not only of a source of profit, but also of a means of providing employment for their workmen in their spare time. If manufacturers and merchants felt obliged to supply outside people with plumbers' fittings, let them at the same time reserve a profit for the plumbers. A further object held in

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed.

Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

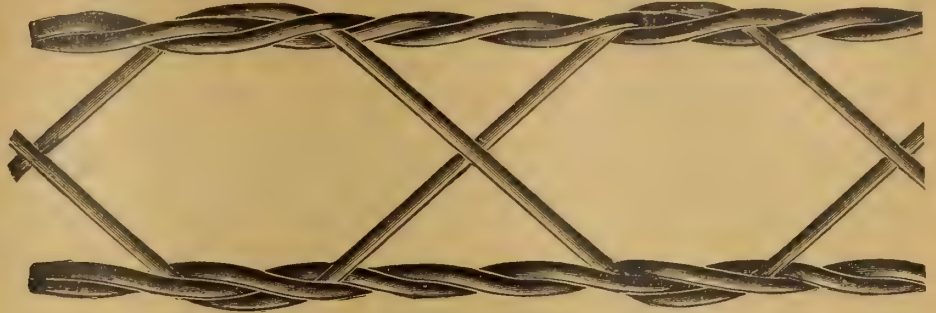
Truss-Cable Fencing

Is Stronger and Costs Less per rod than any other Strand of equal width in the Market.

PLUMBERS' SUPPLY DEPARTMENT

54 and 56 Lombard St., near Church
Telephone 1092 or 763

N.B.—Only manufacturers in Canada of the genuine
Du Bois Lead Traps.



SIZE OF ONE STRAND

ONTARIO LEAD AND BARB WIRE CO., LTD.

55, 57 and 59 Richmond Street East . . . Toronto

view was the improvement of the status of the trade. They hoped to induce their men to put in good work, and with that end in view they required to set their men a good example. They would then be able to show the public that they were prepared to do their work thoroughly, and the public would recognize that they ought to be adequately paid for it.

TENDERS.

The Merchants' Bank of Halifax is to erect a fine stone and brick building in Moncton, N.B.

Winnipeg will shortly have a \$125,000 Opera House. Everything is in readiness for beginning work on it immediately.

Tenders shall be advertised for a new convent at St. Thomas immediately. Mr. Evan McDonald, architect, is in charge.

PLUMBING TRADE CHANGES.

Geo. Gordon has opened in Montreal as a plumber.

A partnership has been registered in Montreal by B. Dion and A. Poitras, sr., to

carry on business as plumbers under the style of Dion & Poitras.

W. E. Cook, plumber, Hamilton, has assigned to C. S. Scott.

Dion, Poitras & Larin, plumbers, Montreal, have dissolved.

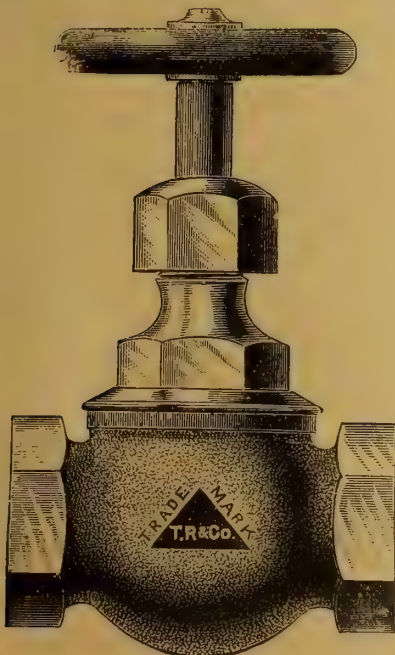
Simon E. Crevier has been registered proprietor of the plumbing firm of Crevier & Hetu, Montreal.

ALUMINUM GLASS.

In a recent issue of *The Moniteur de la Ceramique et de la Verrerie* we find an interesting article by Mr. Leon Appert, the distinguished glass expert, in which he discusses the prominent part, which, he thinks, aluminum is destined to play in the manufacture of glass. "After having made numerous analytical tests of ancient window glass," says Mr. Appert, "I have arrived at the following conclusions, which appear to be of practical, industrial value. The introduction of aluminum into glass prevents or, at least, retards devitrification which will occur always by the slow and repeated lowering of the temperature. The presence of aluminum makes it possible

that a part of the alkaline bases, soda or potash, may be replaced advantageously by an equal quantity of lime. Glass thus modified in its composition is more solid, less changeable, and more elastic. The aluminum can be added to the silica without any inconvenience in a proportion not exceeding 7 to 8 per cent. The fusibility of glass is slightly increased thereby, while its ductility is not sensibly dismissed. The only inconvenience that can arise from the use of aluminum is that it will color the glass to some extent. This coloring does not result from the aluminum itself, but from the action of the iron oxide, which is always found in it, when in an impure condition.

To sum up, the use of aluminum, which permits its introduction only into bottle glass containing larger proportions of sand bases, should be extended equally to glass destined for other purposes, such as mirror glass, window glass and, especially, drinking glasses. The quality of such glasses would be greatly improved thereby. In the latter case the addition of aluminum could best be accomplished if pure clay, or still better, if feldspar is used which can be obtained at a low price. For the batch the purest materials possible should be selected among those destined to furnish the silica, soda and lime bases.



T. R. & CO.

Metallic Disc High Pressure Steam
Metal Globe and Angle Valves

Brass and Iron Body Valves, Stop Cocks, Gauge Cocks, Water Gauges, Water Gauge Columns, Grease Cups, Glass Oilers, Oil Cups, Lubricators, Gong Bells, Steam Whistles, Steam Gauges, Gauge Glasses, Ejectors, Injectors, Inspirators, Brass Fittings, Air Cocks, Air Valves and all kinds of Steam Packing.

"CORBALS BEST BEST" GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

Thomas Robertson & Co. MONTREAL

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

THE bailiff is in possession of the estate of T. W. Buckley, paints, Wellington, B.C.

Stewart & Killackey, roofers, Toronto, have assigned.

W. McKee, general merchant, Orton, is offering to compromise.

L. R. Gingras, general merchant, Eastman, has assigned to Kent & Turcotte.

Arthur Bourgette, general merchant, St. Clair, Que., has compromised at 50c. on the dollar.

A meeting of the creditors of N. Bloom, general merchant, Valleyfield, Que., will be held 27th inst.

Mrs. J. Stewart, general store, Dunnville, who met her creditors in Toronto the other day, made an offer of 100 cents, but as she made this unsecured and wanted considerable time, the creditors gave her time to make a cash offer. The statement of affairs was as follows: Liabilities, \$3,500; stock, \$8,000; book debts, \$1,100. Toronto houses are interested chiefly.

CHANGES.

R. Koyle has started a blacksmith's shop in Aylmer.

A. Cummings has started a blacksmith's shop at Aylmer.

H. Lamarche, hardware, Montreal, has discontinued business.

Bradley & Co. have started a tinsmithing business in St. Thomas.

A. Cummings, blacksmith, Union, Ont., has sold out to Geo. Doolittle.

James Lawrence, hardware, Lethbridge, Man., has sold out to David Brodie.

Jacob W. Jacobs has been registered proprietor of the firm of W. R. Cuthbert & Co.

E. F. Allen, hardware merchant, Merrickville, has been succeeded by J. S. Brennan.

A. J. Hipperson, tinware, Lethbridge, Man., has sold out and is leaving for Nelson, B.C.

The husband of Cecilia Crocker, Halifax, has registered consent for his wife to do business in her own name.

Francis Cowan has been registered proprietor of the firm of J. S. Cowan & Co., hardware merchants, Montreal.

John Armstrong, blacksmith, Lyn, Ont., has sold out and R. F. Tennant is starting a blacksmiths' shop in the same place.

The rolling mills of J. & E. R. Burpee, rolling mills, iron and metal merchants, St. John, N.B., have been sold to Alex. Rankine and Thomas Miller.

SALES MADE AND PENDING.

The stock, etc., of G. W. Halstead, general merchant, Roslin, are advertised for sale.

The assets of P. Johnson, general merchant, Lake Megantic, are to be sold on the 22nd.

The bankrupt stock of T. C. Maddock,

general merchant, Acton, valued at \$2,389, was sold on Saturday at 68c. on the dollar. The purchaser was H. Dolle, of St. Catharines.

The stock of S. Hetherington, general merchant, Ayer's Flats, Que., has been sold at 33c. on the dollar.

The stock of J. Giguere, carriage maker, St. Guillaume D'Upton, Que., has been sold at 40c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

E. E. Copeland & Co., molders' sand, etc., have dissolved.

Brunette, O'Donoghue & Co., bicycle agents, Montreal, have dissolved.

Latremouille & Genns, agricultural implements, Kamloops, B.C., have dissolved. Mr. Latremouille continues.

Alf. Lemieux and L. A. Methot have registered a partnership in Quebec to carry on business as blacksmiths, under the style of A. Lemieux & Co.

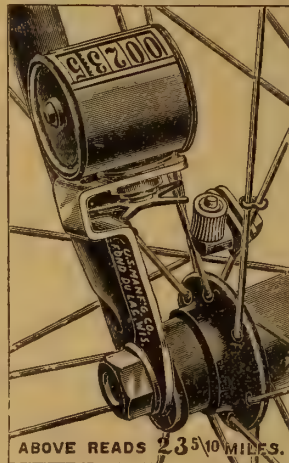
FIRES.

A. Cameron, blacksmith, Staffa, Ont., has been burned out.

The keg factory of Howden, Starke & Co., wholesale hardware, Montreal, has been destroyed by fire; insured.

THE "U.S." CYCLOMETER.

Rice Lewis & Son, Ltd., have among their bicycle accessories this season the "U.S." cyclometer. The accompanying cut shows



it as it is attached to the wheel. The cyclometer is 1896 model. It weighs 1 1/4 ounces and is one inch long. The "U. S." has an entirely new registration, having a train of gears, positive, simple and very strong. The parts, though small, are extremely simple and strong. Not a screw, pin or rivet used in the whole meter. Every "U.S." cyclometer guaranteed accurate. Should it get out of order accidentally or otherwise, it will be repaired or replaced free of charge. It sells at \$1.50.

According to estimates made by prominent lumbermen, there were cut on the St. John River, above Nashawaka, during the past winter, one hundred and ten millions of spruce, twelve millions of cedar and six millions of pine. The total cut on the Miramichi aggregates one hundred millions and on the Restigouche about seventy millions, same as last year.

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

**WIND.. MILLS**

House and all other kinds of Pumps, Pump Cylinders for deep bored wells.

Manufactured by
THE NATIONAL PUMP WORKS
Send for prices. Montreal

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

The "Twin-Comet" Lawn Sprinkler

Will sprinkle an area four times greater than any other sprinkler made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

The Peoples Building and Loan Association of LONDON, ONT.

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

WILLIAM HILL
IMPORTER OF
Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine
Brandram Bros. 327 St. James St.,
Genuine White Lead **MONTREAL**

"SAMSON" BRAND
PORTLAND CEMENT
Guaranteed equal to the best imported.
Orders respectfully solicited.
Address—**Owen Sound Portland Cement Co.**
Or—**Shallow Lake, Ont.,**
John Lucas, 377 Spadina Ave., Toronto

GARDEN HOSE Every description of Rubber Goods in stock.
North British Rubber Co.
T. FORRESTER, Sole Agent
298 St. James Street **MONTREAL**

DR. LEAVITT'S
New Champion Dehorning Clippers
There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.
S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

THE McLEOD & HENRY CO.
MANUFACTURERS OF
"FIRE BRICK"
IN ALL ITS BRANCHES—TROY N.Y.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

WESTERN Incorporated 1851.
ASSURANCE COMPANY
Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,320,000.00
Annual Income - 2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. **J. J. KENNY, Vice-President**
C. C. FOSTER, Secretary.

VANCOUVER'S WORLD-WIDE TRADE.

A GLANCE at the quarterly Customs returns for the three months ending March 31st. 1896, gives some interesting evidence as showing how widely the trade of Vancouver is distributed, and how her productions are sent to the four corners of the globe.

One of the most striking features of the returns of the imports, is the large percentage which comes from Great Britain, particularly in free goods, which in itself is a sufficient refutation of the charge frequently made by those opposed to the National Policy of Canada, that it discriminates against the Mother Country.

The following figures speak for themselves: Imports from Great Britain; free, \$98,928; dutiable, \$44,090; total, \$143,018. From the United States; free, \$13,329; dutiable, \$97,596; total, \$110,925. From Java, \$80,406; China, \$13,751; Australia, \$13,577; Japan, \$12,813; East Indies, \$4,252. Other countries, from which goods were imported, were Cuba, Germany, France, Switzerland, Sweden, Holland, Belgium and Hawaii. The total imports for the quarter were; free, \$127,157; dutiable, \$254,522; total, \$381,679.

Turning to the exports, the United States come first, with \$83,875; Australia next, with \$62,116; China third, with \$41,498; Great Britain fourth, \$39,732; Chili fifth, \$23,050; British South Africa next, \$12,210, and Germany, \$11,915. Other countries are Japan, Hawaii, Fiji and Brazil. The total exports were \$276,414, the produce of Canada, and \$4,650 not Canadian produce, a total of \$281,064.

The above does not, of course, include the large amount of imports or exports which passed through Vancouver in bond and which run into very large figures. Nor does it give any indication of the large export and import business done overland with Canada. The aggregate trade, domestic and foreign, reaches very large and satisfactory figures for Vancouver.—Statistic News Advertiser.

THE MODERN STORE.

Obliging Clerk—"Ten yards of brocaded satin—there you are, ma'am! En'g else—"

Customer—"Er—Yes; a kit of mackerel—"

"Yes'm. Send 'em home?"

"I see you have some very fine laces, I see—"

"The rarest, ma'am. A few yards off this piece?"

"Well, yes; send eight yards and a load of coal—"

"Exactly. And the ribbons?"

"Send twenty yards of the pink and a bale of hay—"

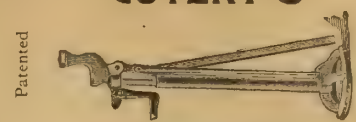
"Um-huh! Now, as to the wrap. Here's a beauty for—"

"That will do. Send it with a bushel of turnips and a barrel of lime—"

"So. And the silk muffler—want it—think?"

"Oh—I—yes. You might send it with a thousand lap shingles, a peck of onions, a pair of tongs, a bolt of tidy cotton and a load of tanbark."—Exchange.

875. **COVERT'S** 1896.



VICTOR

This is the leading **WAGON JACK** in America to-day. No others compare in price and quality.
Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FOWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.



Ontario Nut Works, Paris
BROWN & CO.

Manufacturers of

All sizes of Hot Pressed Nu's, Square and Hexagon

Canada Iron Furnace Co., Ltd.
Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT
Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,
Managing Director and Treasurer



"JARDINE"

Hub Boring Machine

Bechtel's Patent.

Shapes and sizes the hole in hub automatically. Works like a charm. Simpler to work and easier to drive than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, May 22, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.
M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 25
I.X. 6 50
I.X.X. 7 75
I.X.X.I. 7 75
Raven & P. D. Grades—
I.C., usual sizes 3 75 4 00
I.X. 4 75 5 00
I.X.X. 5 75 6 00
I.X.X.I. 6 75 7 00
D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00 6 25
I.X., Terne Tin 8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 0 06 0 06½
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
" 26 " 0 06½
" 28 " 0 07½
Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs. Base Price.
Refined " 1 70
Horse Shoe " 2 35 2 65
Band " 2 60 2 75
Sled " 2 30
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb. 0 10 0 11
Russian Sheet, per lb. 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

2-inch 0 10½
3-inch 0 13½

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35
¾ " and thicker 2 25

Sheet Iron.

18 to 20 gauge 2 40 2 50
22 to 24 " 2 25 2 35
26 " 2 35 2 45
28 " 2 50 2 65

Canada Plates.

All dull 2 40
Half polished 2 50
All bright 3 00

Iron Pipe.

Wrought, ¼, ¾, 1, 1½, 2, 3, 4, 5 in. p.c.; ¾ to 1¼ in. 70 p.c.
1½ to 2 in. 70 and 5 p.c.
Galvanized, 50 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Adams, Gordon Crown and Queen's Head—
Per lb. Per lb.
16 to 24 gauge, per lb. 0 04½ 0 04½
26 gauge, " 0 04½ 0 05
28 " 0 05 0 05½
16 to 24 gauge, per lb. 0 04 0 04½
26 gauge, " 0 04½ 0 04½
28 " 0 04½ 0 04½
NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¾ " 4 75
" 5-16 " 4 00
" ¾ " 3 75
" 7-16 " 3 35
" ¾ " 3 25
" 9-16 " 2 95
" ¾ " 2 85
" ¾ " 2 75
Trace, per doz. pairs 3 60 5 90
German coil, per 100 ft. 1 65 2 70
Jack chain, iron, single, per doz. yards 0 13 0 50
Jack chain, double, per doz. yards 0 15
Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 11½ 0 12
Lake Superior 0 11½ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square
1 to 2 inches 0 18 0 19
NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.
Planished and tinned, 14x48 and 14x60 " 0 26 0 27
Braziers. (In sheets.)
4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15
Boiler and T. K. Pitts.
Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge.. 0 20 0 22
" 27 to 30 " 0 21 0 23
" 30 and up 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04½
Domestic " 0 03½ 0 04

Zinc Sheet.

5 cwt. casks 0 04½
Part casks 0 05

Lead.

Imported Pig, per lb 0 03½ 0 03½
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04½ 0 04½
NOTE.—Cut sheets ½ cent per lb. extra.
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Soldier.

Bar half-and-half Per lb. Pe
Standard 0 12½ 0 13
Wire 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 10 0 00
Other makes, per lb 0 09 0 00

Anti-Friction Metal.

"Beaver" brand Per lb. \$0 20

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 75 5 00
No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00
Brandram Bros' Genuine 6 00
" Decorative 5 75
" No. 1 5 10
(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 25
Second qualities, per gallon 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07
Chrome Yellow 0 11
Golden Ochre 0 06
French 0 05
Marine Black 0 09
Green 0 09
Chrom 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75
Yellow Ochre (Royal), per cwt 1 10 1 15
Venetian Red (best), per cwt. 1 80 1 90
English Oxides, per cwt. 3 00 3 25
American Oxides, per cwt. 1 75 1 90
Canadian Oxides, per cwt. 1 75 1 90
Paris Green, per lb
" 100 lb. drums
Burnt Sienna, pure, per lb. 0 10
" Umber, " 0 10
do. aw 0 09
Drop Black, pure 0 09
Chrome Yellow, pure 0 18
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03½

Varnishes.

(In bbls.).

No. 1 Furniture, per gal 0 69
Extra " 0 90
Brown Japan " 0 65
Brown Japan, Turpentine, p.g. 0 85
No. 1 Carriage, per gal 1 30
Gold Size Japan, 1 00 1 20
Pure Orange Shellac 2 10 2 15
Hard Oil Finish 1 30
Oil Shellac 1 40
White Shellac 2 40

Linseed Oil.

Raw, per gal 0 54 0 55
Boiled, per gal 0 57 0 58
Freight allowed. Price 2c. less Toronto

Turpentine.

4 to 9 barrels 0 43½
1 to 4 " 0 44½
Freight allowed. Price 3c. less Toronto

Castor Oil.

In cases, per lb 0 06½
Small lots 0 06½ 0 07

Cod Oil.

Cod Oil, per gal 0 50 0 51

Glue.

(In bbls.)

Common 0 07½ 0 08
French Medal 0 10 0 10½
Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18
Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20
Al clear 0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munro's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.
Rim Fire Pistol, dia. 45 p. c., Amer.
Rim Fire Cartridges, Dom., 50 and 5 p. c.
Rim Fire, Military, net list, Amer.
Central Fire Pistol and Rifle, 18 per cent. Amer.
Central Fire Cartridges, pistol sizes, Dom 30 per cent.
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.
Canadian, common, 17½ per cent.
Brass Shot Shells, 55 and 10 per cent.
Primers, Dom., 30 per cent.

Wads.—Baldwin's

per lb
Best thick white felt wadding, in ½-lb bags 1 00
Best thick brown or grey felt wads, in ½ lb. bags 0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Best thick white card wads, in boxes of 500 each, 8 gauge 0 55
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Thin card wads, in boxes of 1,000 each, 8 gauge 0

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice, combined, each.	4 50	
Wilkinson & Co.'s Anvils. lb.	0 09	0 09½
Wilkinson & Co.'s Vices. lb.	0 09¾	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen ..	13 00	20 00
Adjustable Stearn's, each.	5 50	6 50
Post-hole, Vaughan's, each.	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddlers', per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross.		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
-------------------------------	------	------

Axles.

Per box	6 00	12 00
---------------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------------	----	------

House.

American, per lb	0 35	0 40
------------------------	------	------

Bellows.

Hand, per doz	3 35	4 75
Moulders', per doz	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------------	------	------

Bits.

Auger.		
-------------	--	--

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		

Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		

Jennings' Gen., net list to 5 p.c. discount.		
Car.		

Gilmour's, 47½ to 50 per cent.		
Expansive.		

Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tiro, dis. 60 per cent.		

Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p.c. off new list.		

Coach Screws, dis. 65 and 5 p.c.		
----------------------------------	--	--

Boring Machines.

e, with augers, each.	5 00	7 50
----------------------------	------	------

Braces.

Barbers	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
----------------------------------	------	--

Butts.

Brass.		
-------------	--	--

Wrought Brass, dis. 75 and 10 per cent.		
Cast Iron.		

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz.	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napinee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red, "	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		

Tanged firmer, per doz	0 85	4 00
------------------------------	------	------

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judds', dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.**Hand and Breast.**

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 47½ to 50 per cent.		

ELBOWS.

Stovepipe.		
-----------------	--	--

doz	90	1 75
-----------	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corktops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 60 to 60 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.		
-----------------	--	--

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
------------------------	--	--

Stanley's, dis. 50 to 55 per cent.		
------------------------------------	--	--

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65	2 40
-----------------------------------	------	------

GLASS.

Double Diamond.		
----------------------	--	--

Per 100 ft.		
------------------	--	--

Per 50 ft.		
-----------------	--	--

Per 25 ft.		
-----------------	--	--

Per 10 ft.		
-----------------	--	--

Per 5 ft.		
----------------	--	--

Per 2 1/2 ft.		
--------------------	--	--

Per 1 1/2 ft.		
--------------------	--	--

Per 1 ft.		
----------------	--	--

Per 1/2 ft.		
------------------	--	--

Per 1/4 ft.		
------------------	--	--

Per 1/8 ft.		
------------------	--	--

Per 1/16 ft.		
-------------------	--	--

Per 1/32 ft.		
-------------------	--	--

Per 1/64 ft.		
-------------------	--	--

Per 1/128 ft.		
--------------------	--	--

Per 1/256 ft.		
--------------------	--	--

Per 1/512 ft.		
--------------------	--	--

Per 1/1024 ft.		
---------------------	--	--

Per 1/2048 ft.		
---------------------	--	--

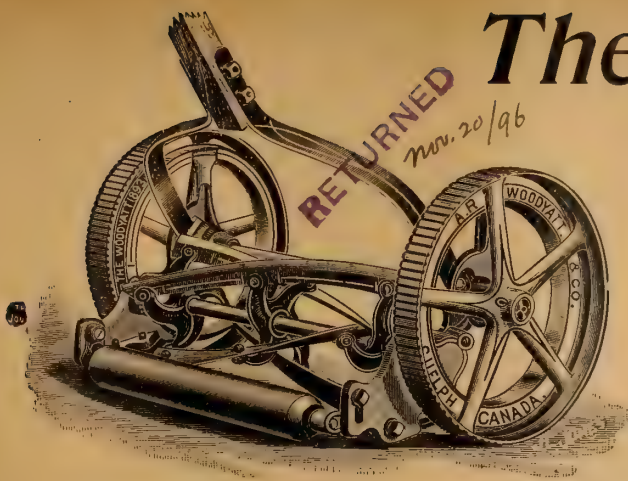
Per 1/4096 ft.		
---------------------	--	--

Per 1/8192 ft.		
---------------------	--	--

Per 1/16384 ft.		
----------------------	--	--

Per 1/32768 ft.		
----------------------	--	--

Per 1/65536 ft.</



The Woodyatt . .

LAWN MOWER

There are more of these sold in Canada than all other makes combined. **Why?**

THEY ARE THE BEST.

Manufactured and Patented by

A. R. Woodyatt & Co., Guelph, Ont.

Beaver Saw Works Co.

SHERBROOKE, P.Q.

Formerly of . . .
Hamilton, Ont.

. . . . Manufacturers of

**Cross Cut
Circular, Mill
and Hand Saws**

**Buck Saws
Billet Webs
And all other
kinds of Saws**

**SPECIAL ATTENTION
GIVEN TO REPAIR WORK**

Hardware Paper . . . Made for Hard Wear

**MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING**

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

**318 St. James St.,
MONTREAL**

**38 Front St. West,
TORONTO**

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

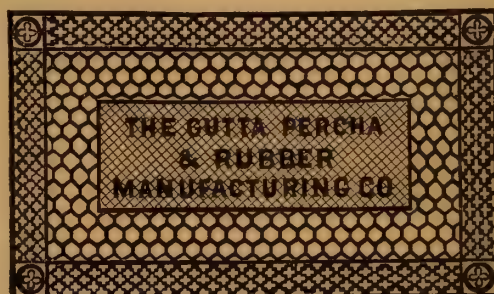
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.



THE "PEERLESS"

Will cover a surface of 48 feet in diameter.

This is the Time

of the year to stock up with

LAWN SPRINKLERS

We have a line that sell like hot-cakes, because they are **cheap, simple and durable**. On account of the large demand, we have made a specialty of these articles, and have lowered the price to you.

Just Think ! A good Lawn Sprinkler for a shilling ! ! !

WHO WOULD BE WITHOUT ONE ?

Have you an Illustrated Show Card ?
If not, ask for one at once.

THE James Robertson Co.

LIMITED
Manufacturers

TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, MAY 30, 1896

No. 22

GALVANIZED IRON



Want a good article? Of course you do. Light sheets? Certainly. Good color for exposure? Only too glad to get it. All the good qualities of Galvanized Sheets are combined in "QUEEN'S HEAD" Brand, and, most surprising, PRICE IS LOW.

... WHY EXPERIMENT WITH PRICE ...
AGAINST QUALITY ?



MAGNOLIA METAL

In use by . . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

Largest Manufacturers under the British Flag

Invention—why, we live on it!

How few people relish the same style from season to season? what then can suit the multitude better than—

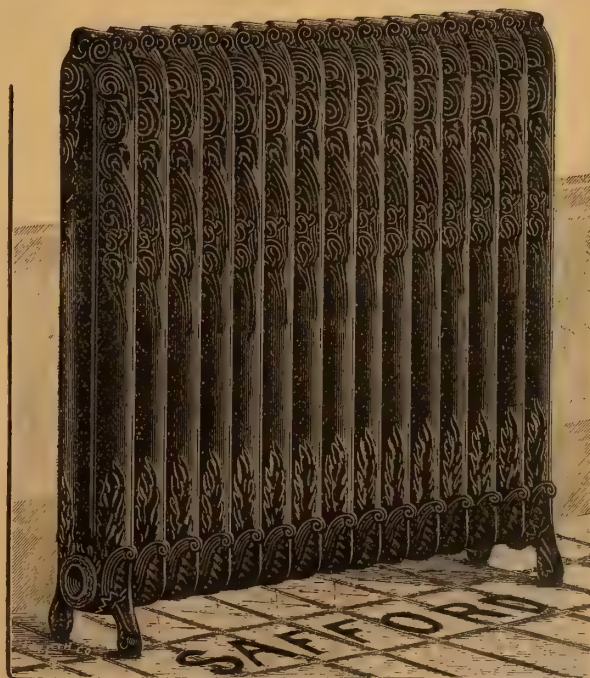
"Safford" Patent Radiators

Perfect Heating apparatus would not exist but for our efforts. We lead the procession—and broadly speaking the situation is ours.

MADE ONLY BY

The

TORONTO RADIATOR MFG. CO., Limited
.. Toronto, Ont.



HEADQUARTERS FOR . .

**F
I
S
H
I
N
G**

Rods
Lines
Hooks



Martini . .
Marlin . .
Winchester

**R
I
F
L
E
S**

ENGLISH AND AMERICAN GUNS OF BEST QUALITY

We carry a full assortment of Revolvers, including Smith & Wesson and the best makes, in all sizes.

RICE LEWIS & SON, Ltd. Cor. King and Victoria Sts. **Toronto**



When a
**Copper
Boiler**
is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed
**200 LBS.
PRESSURE**
also will
not
COLLAPSE



The Booth Copper Co.
LIMITED
Toronto



**Diamond Enameled Ware
Granite Steel Enameled
Ware**

THE BRANDS THAT SELL
AND GIVE YOUR
CUSTOMERS SATISFACTION

Our steadily increasing sales attest the popularity
of these goods.

KEMP MANUFACTURING CO.
TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, MAY 30, 1896

No. 22

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

**FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.**

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE CHANGE IN PIG IRON BOUNTY REGULATIONS.

AN Order-in-Council has been passed by the Dominion Government making an important change in the regulations regarding the bounty on pig iron.

An Act passed by the Dominion Parliament in 1894 authorizes the Governor-in-Council to pay a bounty of \$2 per ton on all pig iron made in Canada from Canadian ore, any foreign ores that may be used as admixtures not to be included in the computation when claims for the bounty are being made.

The Order-in-Council issued a few days ago so amends the regulations as to allow that the bounty of \$2 per ton be paid on pig iron which has been made partly from Canadian and partly from foreign ore.

Against the bounty being paid on iron made from a mixture of foreign and Canadian ore no sensible man, it seems to us, should raise a finger of protest.

Canada has an abundance of ore within her confines, but if, by importing foreign ores to mix with the domestic, the furnace people can manufacture a better brand of pig iron they should be permitted to do so without incurring any penalties by so doing. The furnace at Hamilton has found it necessary to go to Lake Superior for its ore, and the Ferrona people are bringing in ore from Newfoundland, which, according to samples being shown, is enabling them to turn out

what promises to be an excellent soft iron, which is one of the kinds of pig iron some of our manufacturers have got to go outside the country for at present.

The better the pig iron is that the furnaces of this country can turn out the better shall we be able to compete with foreign makes, and the faster, necessarily, will our iron industries develop. And it is the duty of the Government to do all it can along legitimate and reasonable lines to assist in the premises.

As far as the legitimate phase of it is concerned, the recent order-in-council, according to our interpretation of the Act, appears to be somewhat awry. The clause in the Act of 1894, which governs the bounty on pig iron and steel, reads as follows:

The Governor-in-Council may authorize the payment of a bounty of two dollars per ton on all pig iron made in Canada from Canadian ore, a bounty of two dollars per ton on all iron puddled bars made in Canada from Canadian pig iron manufactured from Canadian ore, and a bounty of two dollars per ton on all steel billets manufactured in Canada from pig iron (made in Canada from Canadian ore,) and such other ingredients as are necessary and useful in the manufacture of such steel billets, the proportion of such ingredients to be regulated by order of the Governor-in-Council. Provided, that in computing the bounty no payment shall be made with respect to foreign ores used in the products herein mentioned.

This, it must be remembered, is a clause from an Act of Parliament, which the Government have no more right to over ride than has the President of the United States.

By all means let the furnace people in Canada use foreign ores with domestic, and still enjoy the bounty provisions to the full, but let the permission to do so be granted by the legitimate body, the House of Commons, for it is a serious thing when, unintentionally as well as intentionally, a Government overrides the powers of the representative house.

It may be possible that Parliament has, since 1894, relegated to the Governor-in-Council the powers necessary to deal with the regulations in question, but if so we have been unable, after a careful search, to find any evidence of such among the official documents. If the Cabinet is acting within its powers it should forthwith produce evidence to prove it. The importance of the question at issue demands it.

BUSINESS MEN IN PARLIAMENT.

THE demand for practical business men in the Parliament and in the Cabinet of the Dominion is not born of any desire for class representation.

The root of the whole matter is an innate desire to have the business affairs of the country carried on in a business-like way.

The business men of the country did not create the void that they might step into it: It was created as a result of sending men to Parliament who never should have been sent there.

The reins of a racehorse are not put into the hands of a man who has never steered anything but an erratic career, and yet this is just the class of men in whom we have put the reins of the country, for every man who sits in Parliament either as a private member or as a member of the Cabinet has more or less to do with the making or un-making of the laws of the land.

The attitude the business men of the country are assuming, therefore, has been forced upon them: In self-defence they have been compelled to arise and, by their ballots, their influence, and, in some instances, allowing themselves to be put in the field as candidates for Parliamentary honors, inaugurate a better state of affairs.

There have been times in the history of every country when men have had, for the time being at least, to sink their party sympathies in order that needed reforms might be secured.

In the campaign that is now upon us in Canada there is a demand for practical, common sense business men. It is most imperative that the demand should be obeyed, for if ever practical business men were needed in the Parliament of Canada it will be in the next Parliament, no matter whether Conservatives or Reformers predominate therein.

There are questions looming up which affect the future destiny of this country which only men of high intelligence and men of practical business common-sense are competent to solve.

Send this class of men to Parliament—it

matters not whether they be Grit or Tory—and it is not likely there will be any suffering of the country's interests.

Vote for business men.

THE PRICE OF SPELTER.

The advices on spelter this week from the United States are much firmer, but on the other hand the English market refuses to respond. This fact checks any tendency to higher prices that sellers might wish to realize on stocks at present in hand.

One large seller in Montreal told **HARDWARE AND METAL** that it was as difficult as ever this week to make \$4.50, despite the strength south of the line.

English spelter was being offered at inside prices, and this held prices down.

ALLEGED CUTTING IN PLATE GLASS.

For some reason or other the dealers of plate glass in Toronto do not appear to be long able to resist the temptation to cut prices.

Another of these price-cutting periods has again materialized, and although it does not yet appear to have reached extensive proportions, yet **HARDWARE AND METAL** is given to understand that contracts are being made at figures below those which were fixed some time ago by an agreement among the different wholesale dealers.

At least, some of those who have been losing business because of the alleged cutting have caught the war spirit and threaten to make things lively before long. The plate glass trade during the next few weeks promises to be interesting, if not active.

BRITISH TRADE AND NAVIGATION.

British trade and navigation returns for April have the usual quarterly tables, showing the distribution of British over-sea trade among the principal countries and the proportion in which it was carried on with foreign nations and countries under the British flag. Compared with the two previous years, the figures for the first quarter are as follows:

	IMPORTS.		
	1896.	1895.	1894.
From British possessions...	£23,521,000	£23,572,000	£24,454,000
From foreign possessions...	88,698,000	77,115,000	83,260,000
Total.....	£112,219,000	£100,687,000	£107,714,000
	EXPORTS.		
	1896.	1895.	1894.
To British possessions	£21,022,000	£16,775,000	£19,702,000
To foreign countries.....	40,211,000	35,945,000	34,228,000
Total.....	£61,233,000	£52,720,000	£53,930,000

TURPENTINE IS WEAK AND UNSETTLED.

Advices from southern producing points this week indicate a largely increased output of turpentine.

As a result of this, sales agents have offered to fill forward contracts in Montreal

this week at very low figures, and spot prices have been marked down 1c. all round for jobbing business. Indeed, the market has taken such a turn prices may go still lower before another eight days have passed.

At this writing large buyers in Montreal have no difficulty in filling their wants at a sensible shading, even on the lower jobbing prices quoted this week. With this condition ruling, values are bound to be unsettled.

THE HARDWARE APPRAISERSHIP AT TORONTO.

THE hardware appraisership at Toronto, made vacant by the death of Mr. Blackwood, is worth \$1,800 a year; and already a swarm of hungry office-seekers are after it. In fact, the late appraiser's body was scarcely cold before petitions were being circulated in behalf of certain candidates.

The office of hardware appraiser at Toronto is no sinecure. It is one of the most important in the Dominion. The late appraiser was a hardwareman that had obtained his knowledge by many years of varied and practical experience in the trade.

The man who succeeds him must be a man of the same type.

The appraising of hardware is one of the most difficult in the Customs. And a man without the practical experience will at times be like a land-lubber in command of an Atlantic liner in time of storm.

Every man in the hardware trade knows how the ability and knowledge of a hardware appraiser are taxed by intricate and delicate questions which demand his attention. It will, therefore, be the height of absurdity to appoint a man to the position who is not a born and bred hardwareman.

Even in selecting a hardwareman for the position it is obvious the Government will have no easy task. Who a practical man would be is more than the Government itself can determine. The proper thing for the Government to do, therefore, is to confer with the Hardware Section of the Toronto Board of Trade before making an appointment.

This is done in regard to grain inspectors, and it is equally important that it should be done in the matter of the hardware appraisership.

The Toronto World, in its issue of yesterday (Friday) supports the candidature of Mr. Alex. Patterson, the late Mr. Blackwood's assistant. Mr. Patterson is a nice man, and is popular with the trade because of his genial qualities, but Mr. Patterson is not a hardwareman. Before he entered the Custom House he was a hotel clerk. Before he can reasonably be appointed to the appraisership he should become a practical hardwareman.

A RICH GOLD MINE.

ACTIVE operations were begun about six weeks ago on the mining property of the Saw-Bill Lake Gold Mining Co. regarding the richness of which in the yellow metal so much has been heard lately in the press of the country. The results which have been obtained during the few weeks referred to are such that it is safe venturing that a great deal more of a favorable nature will be heard before long regarding this promising location.

Back in March last, J. H. Chewett, B.A. Sc., C.E., of Toronto, after examining the Saw-Bill gold mining property, reported that the vein assayed \$16 per ton, and expressed the opinion that the vein in question widened as it went down. This was sufficient to induce increased confidence in those who had taken an interest in the property. And, so far, the active operations that are being carried on prove that this increased confidence was not misplaced.

What Prof. Chewett thought regarding the widening of the vein as it descended into the earth has been verified. The average width of the vein on the surface is two feet. Since April 20th, when mining operations were begun, and up to the middle of the present month, a shaft of twenty feet has been sunk, and at this depth the vein is found to be four feet in width. Better still, it shows considerable free gold, while an expert who is on the ground declares that Prof. Chewett underestimated quality as well as quantity. "I do not think," writes the expert in question, "I ever saw as fine a looking vein, being perfect as to walls, etc." As the cost of treatment, as estimated by Mr. Chewett, will be amply covered by four dollars per ton, it is obvious that handsome dividends are in store for the shareholders, unless something unforeseen occurs. As to quantity, Mr. Chewett estimates that the vein contains 155,000 tons of ore, enough to keep a ten-stamp mill going for twenty years.

The property is situated on the east side of Saw-Bill Lake, about a quarter of a mile from the shore, and 33 miles south from Bonheur station, on the C. P. R. The road by which the property is reached runs through a chain of lakes, and through several short portages which have been cut out.

WHOLESALEMAN VS. MANUFACTURER.

EDITOR **HARDWARE AND METAL**: Regarding the articles in your last two issues under the above head permit me to say a word. My experience in this direction has been considerable and I am fairly well acquainted with the difficulties arising in endeavoring to sell both the jobber and the retailer. I do not believe it to be good business policy, because to undertake to fix prices is an impossibility. So far as the manufacturer is concerned, he

would be very glad if this could be accomplished ; but there seems to be an irresistible temptation to the wholesalers to go a 5 or 10 per cent. better on special lines to persuade the purchaser to place the order with him rather than let it go direct to the manufacturer. This is usually done after having received orders for other goods on which they have already made their profit.

Another point in favor of this argument is this : The manufacturer, in order to successfully meet the retailer, must be able to show him some special advantage in dealing direct, especially so since the manufacturer cannot call as often as the jobber, and consequently necessitates purchasing in larger quantities. The only real advantage that can be offered is in the price, which can only be done by selling exclusively to the retail trade.

I therefore contend that it is to the interest of the manufacturer who wishes to call upon the retail merchant at all to leave the jobbing trade entirely alone, establish prices which will make it an object for the retailer to deal with him direct, and though it may cost him more to sell the same quantity of goods, yet he can do so with a larger profit, since the prices obtained from the retailer will be in advance of those received from the jobber. He will further find himself growing in favor with the retail dealer, with a consequent increase of business.

I believe that with a very few exceptions, goods can be placed on the market more successfully and with a better profit to both, direct from the manufacturer to the retailer. The only difference would be that it would require the retail dealer to purchase in larger quantities, which the advantage in price would justify him to do, and there would be no more money expended for traveling expenses, since the manufacturer would only call once or twice a year instead of every two or three weeks, as jobbers do.

In my annual visits to the States, I find, every time, a new lot of manufacturers branching out to the retail trade, and many who have been for several years keeping a hand on both, are dropping the wholesaler entirely. They no doubt find it the most profitable.

While there may be several causes for manufacturers reaching out to the retail trade, I think there is one principal, viz., jobbers are not as a rule so particular as to the quality of the goods they handle, and seem to expect that the manufacturer of A1 goods shall meet the quotations of all competing houses, hence it is that most manufacturers selling the retail trade are makers of first quality goods.

Yours, etc.,
V. F. TOBIAS.

It is the long pull and the strong pull that wins success in business, as well as fame with the oar.

DROPS FROM THE EDITOR'S PEN.

Self-denial is the foundation of success in life.

Faith is essential in trade as well as in religion

The spirit of the age is live, wide-awake business methods.

Stick to good principles as tenaciously as you would your life.

Trade is only a lottery when you trust to luck for success in it.

One of the factors of success is the ability to gauge people's wants.

If money is the root of all evil, jealousy must be its twin sinner.

Earnestness, like a fire on a cold winter's day, draws people to it.

Merchants who catch the most trade are not those who travel in beaten paths.

Honesty is the best policy in the advertisement as well as in everything else.

A new line baited with a reasonable price can generally be trusted to catch trade.

It is more profitable to treat a traveling salesman with civility than with disdain.

Make a hit whenever you can, and the straighter it is from the shoulder the better.

Just as the poker stirs up the fire, so reading stirs up the latent thoughts within us.

It is not a wise merchant who trusts altogether to staples to bring stability to his business.

Not until a young man has become master of himself should he essay to become master of others.

The way to get rich is to ignore the popular methods for getting rich suddenly and work like a nigger.

You may have a streak of luck some day, but in the meantime make the best use you can of your energies.

In the sea of mercantile life it is the easiest thing in the world for you to be lost unless you advertise.

An attempt to make money by questionable methods is an evidence of incapacity as well as of dishonesty.

A cobweb is an evidence of the spider's energy and ability ; but it is at the same time an evidence of the lassitude and ina-

bility of the merchant in whose store the spider is allowed to weave his artistic nets.

It is the merchant and not the customer that is the molder of business methods.

Life is a struggle. And it is a poor specimen of mankind that doesn't do any struggling.

Treat the commercial traveler as you would like to be treated if you were a commercial traveler.

The merchant who does not keep a check on goods coming into his store is likely to have a checkered career.

The old business methods may have been good enough in their day, but to-day they are better dead than living.

Have plenty of light in your store both by day and by night. Customers, like moths, are attracted by light.

Honesty and ability are the Siamese twins of success in business ; and the one without the other is not of much use.

Many a merchant would not have yet gone to his rest had he taken an occasional rest from the routine of business life.

Dishonesty robs a man of his good name, and he who is minus a good name is not likely to build up a good business.

The loafer is one of the most despicable of men, and yet we are enjoined to be "stayers" if we would win success in life.

Abrupt words to creditors are a great deal more expensive than pleasant words, and yet there is no comparison in their value.

Publicity may be detested by the merchant personally, but his business is on the high road to oblivion if he does not court publicity for it.

Take an holiday yourself and do not forget to give your clerk one. It will pay. The clerk that it will not pay to give a holiday is unprofitable at any price.

It is not always the best work that is exposed to the public eye. But the hidden work is none the less commendable or utilitarian on account thereof.

The merchant who has not time to read cannot, it is safe venturing, find time to think. And yet he is outstripped in the race for business by the man who both thinks and reads.

TO TURN A CREDIT INTO A CASH BUSINESS.

THE present century has been described as an age of competition, and, looking back over the last twenty-five years, we are struck by the evident truth of the definition. In the prices of raw material the fall has been unprecedented. As examples, the price of copper ore in 1871 was £22 7s. 3d. per ton and in 1894 £13 19s. 9d.; tin in 1871 cost £6 6s. 10d., and in 1894 £3 9s. 5d.! Competition must indeed have been keen both at home and abroad to produce such startling results in so short a period, and we must remember that this applies with equal force to manufactured goods. Co-operative stores have sprung into existence ostensibly to supply goods to civil servants at almost cost price, but in reality they were floated as limited companies with a dividend to pay, and therefore they soon threw open their doors to the general public, much to the detriment of the ordinary retail tradesman, as by their system goods could be sold at a much cheaper rate. In consequence there are but few trades which have not suffered more or less, as a "store" strives to embrace them all. Still, I venture to say, we need not feel discouraged. The decline in prices has not materially diminished the profitableness of our trade, since compensation has been found in the enlarged demand which lower prices generally create. It is, however, a vital question whether the "stores" shall be allowed to continue their work of underselling ordinary private firms for the sole benefit of their shareholders, who are now reaping a rich harvest. Shall we not rather take the bull by the horns and fight them with their own weapons, for we can successfully compete with them if we only adopt their methods, i.e., buying in the best markets and selling for cash, which is the crux of the whole matter; and, after all, it is the simplest and most economic means of trading, and by far the safest. Commerce is never at a standstill, and if we do not progress with the times common sense tells us that we shall fall out of the line, and simply become a memory of the past; and how true this is, those who have had any connection with old-established firms know well; and how often when old customers drop off, new customers cannot be found to fill the vacant places. What, then, is the course to be pursued by those houses which were established in the palmy days of credit and big prices, when ready money was as scarce as long credit is now? Is it possible to reorganize such a trade, and to place it on a firm footing once more? From experience, I can confidently answer that it is.

We must not now regard the cash trade as an unattainable ideal, or gaze at it with wistful eyes through spectacles clouded by traditions of years gone by, when to refuse credit meant the loss of the customer. No,

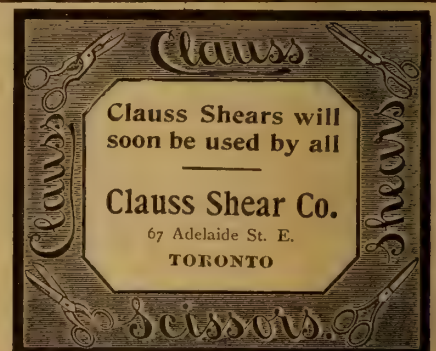
public opinion has changed far too much for that to be the only alternative. Society, as a whole, has realised the material gain that can be derived from the ready-money system. The success of the numerous "stores" places this fact beyond dispute, and a tradesman is respected if he firmly maintains these principles; and now, when even Her Majesty's accounts are to be settled monthly, I think no reasonable man should hang back any longer. I am, however, fully aware of, and alive to, the fact that outside our large towns such keen competition does not appear to exist, and that many old country families will not—perhaps cannot—pay down on the nail for their goods; and, therefore, many circumstances must be taken into consideration. Still, as I have studied the "stores" very closely from an inside point of view, I know that a large number of customers, who deal for credit with their local ironmongers, take their best orders to the "stores," and pay cash, which they would not do if they could obtain the same goods as cheaply at home. I would not disguise the fact that the man who sets out to convert his trade into "strictly cash" has many difficulties to encounter and overcome, and that it will require a large amount of tact and discretion in dealing with his customers. In commencing operations, my experience is that the stock first demands attention, and it should be thoroughly overhauled, and old, damaged, or unseasonable goods disposed of by means of a sale, after which the shop itself should be completely renovated and remodelled on the most up-to-date principles—large windows, new fixtures and show stands—the floor laid with linoleum, and both windows and shop illuminated by electric or incandescent light. Of course, this means considerable outlay, but it is not a case of "throwing good money after bad," as examples too numerous to mention have proved. This done, the stock should be replenished by seasonable goods and the latest novelties—the present season would call for lawn mowers, garden rollers, seats, tools, etc.—a price list of which should be freely distributed in the neighborhood, and well advertised in the local press, as well as by hoardings, handbills, etc., that the public may be made fully aware of the fact that you are actually selling at "store" prices. Your credit must be shortened to monthly accounts (except in the case of old reliable customers), and anyone who seems to expect a longer run should receive with his account a polite note intimating "that in consequence of the reduction in your prices, you are obliged to request an early remittance." If the account is not soon paid your collector or leading assistant should call and explain matters, and if a little true diplomacy is exercised customers need not be lost. There may be yet some whose accounts have never run into any large amount, but who have always been a

source of trouble and annoyance. With such a firm policy should be adopted, even at the expense of losing custom, and in the end it will be found to answer.

I have now laid down the broad principles which have been followed by advanced business men, who have taken up the cash system and met with singular success. The more minute details I have not touched upon, as "circumstances alter cases;" and I am confident that any man of ordinary capacity could grasp and work them out for himself. If I am asked what percentage of old customers I should expect to lose in adopting this system, I should say, roughly speaking, perhaps 10 per cent.; but with care it need not be so high. The increase in the ready-money trade will exceed this loss; old customers will frequently return whose names have been absent from the books for years, and an ever-increasing influx of new faces by constant visits become familiar; the ranks are again filled, and the business re-established upon a firmer basis. This has been the experience of one who has been through it all.—C. A. Bracey-Wright in *Hardwareman*.

TO MAKE GARBAGE BOXES AND SELL METALS.

Application has been made under the provisions of the Ontario Joint Stock Companies Letters Patent Act for the incorporation of the Shipway Ash and Garbage Box Co., Ltd. The objects for which incorporation is sought are the acquiring of the business of manufacturing the Shipway ash and garbage box receivers, the acquiring of the patents covering the Shipway ash and garbage box receivers, and the manufacturing and dealing in galvanized iron and other sheet metals, and to carry on the business of galvanized iron and sheet metal workers, and to manufacture galvanized iron and other sheet metals into boxes, vessels, cans and other utensils into which sheet metals are usually manufactured. The operations of the company are to be carried on at Toronto. The amount of capital stock is to be \$20,000 divided into 400 shares of \$50 each. The applicants are: T. H. Shipway, manufacturer; R. L. Stark, broker; C. R. Shipway, manufacturer; R. F. Williams, bookkeeper, and C. T. Stark, broker, all of Toronto. T. H. Shipway, H. L. Stark and C. R. Shipway are to be the first directors of the company.



IF YOU HAVE ANYTHING
TO VARNISH GET . . .

Perfecto

This is the title of a little Booklet we have just published about Perfecto Varnish.

It tells **something** about it. We could not begin to tell you **all** about it in so small a book. The most convincing way to find out **all** about it is to stock it. It will sell and your satisfied customers will soon tell you about it.

We will be glad to mail you a Booklet on receipt of request.

The Cottingham Varnish Co. Ltd.

MONTREAL

Manufacturers of

Pratt & Lambert Varnishes

NEW YORK CHICAGO

Do You Doubt It?

Referring again to the subject of quality. Are you one of those who think all our talk about quality and good goods is just so much talk? We have no doubt there are quite a number who think this way—but this is because they don't know.

Build your business on a foundation of good quality in connection with sound and progressive principles and your success will be just as certain as the morning light. There isn't any doubt about that. The great mass of intelligent people appreciate quality and will find it out and patronize it. This is not idle talk, we **KNOW** of what we speak. It has been our own experience. We started this business less than nine years ago in a little old store on St. Peter Street, Montreal, with a few hundred dollars worth of stock. What progress we have made since then we owe to selling goods of good quality. The first goods we handled were cheap stuff, and we had one year's experience with them that was so disappointing we resolved determinedly we would never again undertake to sell anything that was not strictly first-class and as represented in every way. We have stuck firmly to this principle. The fight has not always been easy, and our progress has not been anything very astonishing, but it has been steady and constant. It has been pleasant and profitable—it is becoming more and more so every day.

You can do the same if you will work with us along these lines. That's what we are anxious to have you do. Let us work out success together.

The **WALTER H. COTTINGHAM CO. Ltd.**

Manufacturers of

The Sherwin-Williams Paints

MONTREAL

THE SOFT STEEL POOL.

I NTEREST in the workings of the soft steel pool is heightened by the lack of knowledge among outsiders as to the exact status of its internal affairs—which leaves room for doubt as to its ability to control the billet market. Thus far it has not achieved complete success in the direction indicated. Its influence in the market as a price-making factor has been and is potential, it must be admitted; but while all this is true, the fact remains that brokers, notwithstanding their exclusion from the list of billet mill customers, continue to sell billets with undisturbed composure at prices ranging down to 75c., and even \$1, under mill quotations. The supply from which they draw may not be considerable, and they may presently find themselves with nothing to offer, as the pool members sincerely wish; but if these are the conditions under which they are operating, it is passing strange that they should not realize on their holdings to greater pecuniary advantage to themselves. The conclusion to be had from the facts presented is that they are either a very "hard up" set of brokers or that they have little confidence in the stability of the market.

But while this policy of the middlemen is not without significance, as we have intimated, the pool undoubtedly occupies a strong

position and is in no immediate danger of disruption. In such times as these it is impossible for any organization, however strong, to completely master an important situation. The nail pool, for instance, which is pretty well planned, doesn't absolutely control nail production and nail prices, though it comes very close to doing so. There are always new conditions and circumstances arising to disconcert, if not upset, the best laid plans of mice or men.

One thing which the pool will have to reckon with as an adverse factor of unknown dimensions and force is basic steel, for the manufacture of which preparations are being pushed by tin plate makers. At New Castle, Pa., an open hearth plant and blooming mill are to be equipped, according to current reports, by the directors of the New Castle Steel and Tin Plate Co.; while at Pittsburgh, if we may credit the statements of The Pittsburgh Dispatch, there is to be a big open hearth establishment "built, owned and managed" by local tin plate men. At Bridgeport, O., and a number of other points plants of a kind are promised, judging from current gossip.

Of course much of this talk is mere wind, we should say; but allowing fully for premature information and exaggeration of the usual newspaper sort, the conclusion is a

natural one that where there is so much smoke there must be some fire.

There are other matters connected with the pool that are also coming in for a share of attention. The negotiations of the Carnegie Steel Co. for the purchase of allotments of certain mills in the pool, and especially of those mills supposed to be under shut-down orders, are attracting a deal of interest. It is now said in Pittsburgh that the Carnegie Co. have closed for the allotment of the Ohio Steel Co., of Youngstown, who had 10 per cent of the total pool allotment, and whose minority stockholders threatened to carry the company's pool engagements into the courts; also that the Carnegie people are negotiating for the allotments of other western mills, while similar work be prosecuted in eastern territory by a leading concern in that quarter. In other words, the inference to be conveyed is that the pool is, in effect, to fall into the hands of two of its strongest members.

This story may, without further ado, be classed among those that are important if true. The probabilities are, however, that it proceeds from nothing more patent or tangible than that the billet allotment of the Carnegie Co. under the pooling arrangement is not sufficient for its needs, and that it finds it advisable to contract for an additional supply of soft steel.—Age of Steel.

TRADE CHAT.

THE Canadian Anthracite Coal Co., will ship 5,000 tons of coal to Winnipeg this summer.

Marshall & Mason, of Sarnia, have placed a neat bicycle stand in front of their store.

Green's hardware store at Waterford was burglarized the other night and a quantity of razors and a sum of money taken.

The Trail Smelter Co. has closed a contract with the McNeill Coal Co., of Anthracite, for 1,000 tons of coal per month.

Thirty thousand dollars of the appropriation to extend the Chatham waterworks has been approved by an order-in-council.

R. Lewis & Co., London (the Ontario Stained Glass Works), had the glazing contract at the new Dundas Centre Church.

The Kingsville Pelee Gas & Oil Co. has struck another oil well on Pelee Island. It has a capacity of 25 barrels a day, and is 780 feet deep.

One dollar counterfeit Dominion of Canada bills which had been raised by chemical process to the apparent face value of \$10 are in circulation in Woodstock.

The town of Deseronto was visited by a terrific conflagration Monday, in which the Rathbun Co. lost \$250,000 and a hundred families were burned out. Total loss, \$300,000.

St. Thomas has a by-law to prevent storekeepers placing goods in front of their places of business, and several merchants have been summoned before the magistrate lately for infractions of this ordinance.

The Rand gold production for April amounted to 171,108 ounces, which is a decrease of 2,844 ounces compared with March and a decrease of 15,215 ounces compared with April, 1895.

The Selkirk Trading Co. is applying for incorporation to carry on a general mer-

chandise business in the town of West Selkirk. The incorporators are: Messrs. D. F. Reid, F. W. Hooker, J. G. Dagg, J. Tait, E. Comber and R. Smith.

The Imperial Government contract for hard coal, 300 or 400 tons, has been awarded to William Roche, and that for Sydney coal, about 3,000 tons, to S. Cunard & Co.—Chronicle, Halifax.

The city travelers, Toronto, met in their rooms, St. George's Hall, Elm street, on Friday night, President R. Muat Corrie in the chair. It was decided to hold a picnic and games, and also an annual moonlight excursion and concert.

The Canadian Bridge Co., of Montreal, has been awarded contracts to erect new steel bridges in the township of Southwold, at Payne's Mills, and to replace the Banbury bridge. The contract price for the former is \$548 and for the latter \$413.

A number of business changes are reported this morning to take place at the end of the month, which will merge four of our firms into two departmental stores. A new photograph gallery is to be started, also another drug store.—Aylmer correspondence of St. Thomas Journal.

Freight business on the Pembina division appears to be brisk at present, owing to the shipment of grain east. At Manitou the Chalmers and Ironside elevators will contribute 35,000 bushels of grain, and the Ogilvie elevators about 15,000 bushels.—Manitou Mercury.

Tenders for the six new bridges to be erected throughout the county will be opened at St. Johns on Monday next. The bridges are to be built in the following places: One 22-foot span opposite lot 2, con. 9; a 60-foot span opposite lot 12, con. 5; a 30-foot span on the side road between lots 28 and 29, con. 6; a 24-foot span between lots 20 and 21, con. 12; a 30-foot

span between lots 20 and 21, con. 11; a 20-foot span opposite lot 21, con. 14.—Advertiser, London.

The longest train ever run over the M.C.R. passed over it recently. It started from Windsor and consisted of 110 new Erie flat cars. Here 11 more cars were added, making a total of 121 cars. The train was 4,660 feet long, and just 620 feet less than a mile in length. The total weight of the train was 1,798 tons.—Journal, St. Thomas.

Connolly Bros.' dredge International has been launched at the Government dry dock, Kingston. She is the third and largest dredge built by the Connollys, and is constructed on their own design. Her length is 114 feet, width 36 feet, hold 10½ feet. The new dredge cost \$70,000, and is the largest on the continent.

The contract for the construction of the spur to connect the T. H. & B. Railway with the Toronto branch of the Grand Trunk Railway has been awarded to Mr. M. A. Pigott, of Hamilton. The cost of the work will be over a quarter of a million. The time for the completion of the spur is fixed at four months, and work will be commenced within a few days.

The early closing of the stores is again a burning question in Leamington, Ont. The clerks of the town feel that they are justified in asking the merchants to close up at 7 p.m., instead of at 10 p.m., as at present. "The merchants will lose nothing by the change, for their employes will appreciate the move, and the public will, we feel sure, assist them in carrying it out," remarks the Leamington correspondent of The St. Thomas Journal.

The North Brookfield Mining Association have ordered designs from the Truro Foundry and Machine Co. for extensive additions to their existing plant, and George J. Mosher is at the mine at present in the interest of the company, taking in the situation and making the preliminary drawings. This company intend to expend \$15,000 this season in adding to their present surface plant and buildings.—Truro News.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO., LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



TRIALS by ELEY BROS. and "ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21¼ yards, 1012'68 feet per second.

"43" "872'72" "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Netford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

30 St. Sulpice St., MONTREAL

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

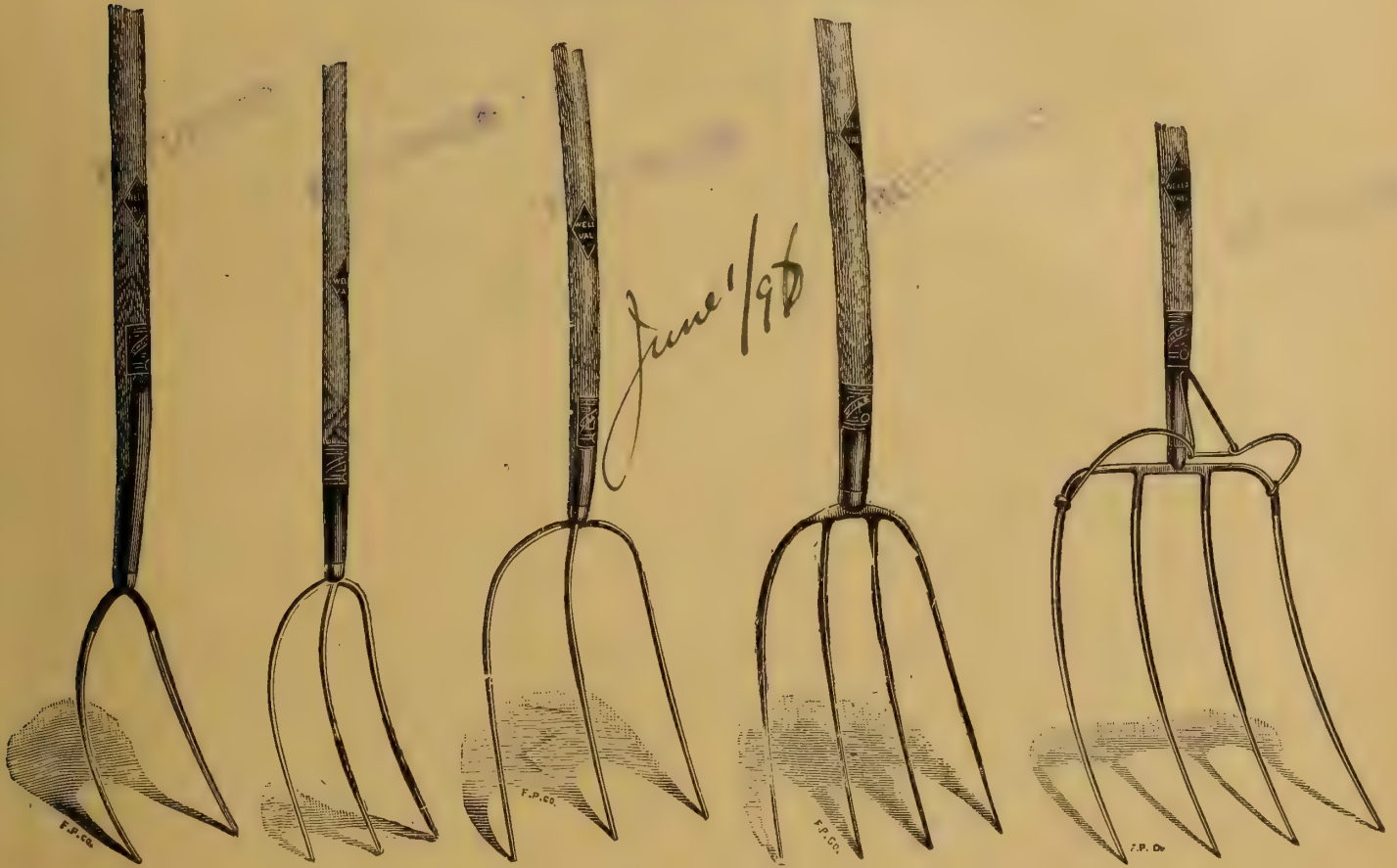
**WHOLESALE
HARDWARE**

37 Front St. West,

Toronto

RIXFORD HARVEST TOOLS

MOST POPULAR LINE ON THE MARKET



Hay Forks

Straw Forks

Barley Forks

Manure Forks

Potato Forks

Garden Hoes

Field Hoes

Garden Rakes

Weed Cutters

Post Hole Spoons

Hoe Handles

Fork Handles

Rake Handles

D Tops

Ferrules

.. ALSO ..

SCYTHES, SNATHS, CRADLES, SCYTHE STONES, ETC.

PRICES ARE RIGHT.

ORDER AT ONCE

Graham Cut and Wire Nails are the Best.

INTERESTING IRON STATISTICS.

THE annual statistical report of the American Iron and Steel Association has been issued. In part it says:

The following incidents of the boom of 1895 are worthy of preservation: During the last half of August and until Saturday, Sept. 7, the price of Bessemer pig iron advanced almost from day to day at all points of production, the advance at Pittsburg during the three weeks mentioned being fully \$3 per ton, or from \$14.65 to \$17.75. Bessemer billets at once sympathized with the movement in the raw material, and they also advanced \$3 per ton in the same period, or from \$22 to \$25. The lowest prices touched by these two products during the preceding depression were recorded in January, 1895, when Bessemer pig iron at Pittsburg was quoted at \$9.95 per ton and Bessemer billets in the same market at \$14.60 per ton. The advance in the first named product from January to September was, therefore, \$7.80 per ton, and in billets it was \$10.40 per ton.

Steel rails form the only notable exception to the general rule of reductions in iron and steel prices during the closing months of 1895. In December, 1894, the price at the mills in Pennsylvania was reduced from \$24 to \$22 per ton. In June, 1895, the price of \$24 was restored, and in September the price was advanced to \$28, which has not since been changed. It is noticeable that the boom of 1895 was not caused by an extraordinary demand for steel rails. In this respect it was unlike the iron and steel boom of 1879 and 1880, which was almost wholly due to this cause. The demand for steel rails in 1895 was, however, much larger than the demand in 1894.

During the first quarter of 1896 there was a distinct slackening in the demand for most iron and steel products, and this condition prevails to-day. Consumption is larger than it was at the beginning of 1895, but it is below that of the last half of that year. Prices during the first quarter of 1896 were generally weaker than they were at the close of 1895.

While the demand for iron and steel in the early months of 1896 has declined, as compared with the demand in 1895, influences have been at work which have thus far prevented a ruinous shrinkage in prices. In September, 1895, the price of Connellsville furnace coke was advanced from \$1.35 to \$1.60 per ton, and in December it was still further advanced to \$2 per ton, which is the present quotation. Early in the present year an understanding was reached by the producers of Lake Superior iron ore which clearly foreshadowed a material advance in iron ore prices, and in March these prices were definitely fixed for the year at an advance averaging over \$1 per ton above the prices of 1895. These advances in the prices of raw materials compelled the manufactur-

ers of Bessemer pig iron to increase their price late in March, and the advance then secured has since been fairly well maintained. Early in April an understanding with regard to prices was also reached by the producers of Bessemer steel billets, by which the price of billets was promptly advanced, this advance being rendered necessary by the increase in the price of Bessemer pig iron. Other iron and steel prices have shown varying tendencies in April and May.

A summary of the leading results established by the statistical details to be presented hereafter is worthy of the prominence that is here given to it. In 1895 the United States made 9,446,308 gross tons of pig iron, 4,909,128 tons of Bessemer steel ingots, 1,137,182 tons of open-hearth steel, and 6,114,834 tons of steel of all kinds, and rolled in all 6,189,574 tons of finished iron and steel, including rails; there were also shipped in the same year 10,438,268 tons of Lake Superior iron ore and 8,244,438 net tons of Connellsville coke. The year 1895 was the champion year in the production of American iron and steel.

The following table will show the great increase in the production of iron and steel in 1895 over the production of 1894:

	1894.	1895.
Shipments of iron ore from Lake Superior	7,748,932	10,438,268
Production of pig iron including spiegel and ferro	6,657,388	9,446,308
Production of spiegeleisen and ferro-manganese	120,180	171,724
Production of Bessemer steel ingots	3,571,313	4,909,128
Production of open-hearth steel ingots and castings	784,936	1,137,182
Production of all kinds of steel	4,412,032	6,114,834
Production of structural shapes, not including plates	360,305	517,920
Production of plates and sheets	682,900	991,459
Production of all rolled iron and steel, except rails	3,620,439	4,883,438
Production of Bessemer steel rails	1,016,013	1,299,628
Total production of rails	1,021,772	1,306,135
Production of street rails, included above	157,457	163,109
Production of iron and steel cut nails, in kegs	2,425,060	1,129,894
Production of iron and steel wire nails, in kegs	5,681,801	5,841,403
Production of iron and steel wire rods	673,402	791,130
Production of all rolled iron and steel, including rails	4,642,211	6,189,574

Shipments of Lake Superior iron ore increased 2,689,336 tons over the shipments of 1894, or 34.7 per cent.; the production of pig iron increased 2,788,920 tons, or 41.8 per cent.; spiegeleisen and ferro-manganese, 51,544 tons, or 42.8 per cent.; Bessemer steel ingots, 1,337,815 tons, or 37.4 per cent.; open-hearth steel, 352,246 tons, or 44.8 per cent.; all kinds of steel, 1,702,802 tons, or 38.5 per cent.; structural shapes, 157,615 tons, or 43.7 per cent.; plates and sheets, 308,559 tons, or 45.1 per cent.; Bessemer steel rails, 283,615 tons, or 17.4 per cent.; all rolled iron and steel, including rails, 1,547,363 tons, or 33.3 per cent.

The production of iron ore in the United States in 1895 has been ascertained for the

United States Geological Survey by Mr. John Birkinbine. It amounted to 15,957,614 gross tons, against 11,879,679 tons in 1894, an increase of 4,077,935 tons. Our imports of iron ore in 1895 amounted to 524,153 gross tons, against 168,541 tons in 1894, an increase of 355,612 tons.

The foreign value of all the iron and steel and manufactures thereof which were imported into the United States in 1895 was \$25,772,136, against \$20,843,576 in 1894, an increase of \$4,928,560. In the above figures are included our imports of tin plates. In 1895 these imports amounted to 219,545 gross tons, against 215,068 tons in 1894, 253,155 tons in 1893, 268,472 tons in 1892, 327,882 tons in 1891, 329,435 tons in 1890 and 331,311 tons in 1889, when the maximum of imports was reached. The imports of tin plates in 1896 will be much less than in 1895.

The imports of pig iron in 1895 amounted to 53,233 gross tons, against 15,582 tons in 1894, an increase of 37,650 tons. The imports in 1894 were the smallest of which we have any record.

The exports of iron and steel from the United States in 1895, including all manufactures of iron and steel except agricultural implements, amounted to \$35,062,838, against \$29,943,729 in 1894, an increase of \$5,119,109. In both 1894 and 1895 our exports of iron and steel greatly exceeded our imports in value.

A GOOD SUGGESTION.

In writing to the head of a family which has just moved into the town or city, remarks an exchange, it would be well to mention some of the best known people living in their locality whom you count as customers, and whom you feel assured would speak a good word for you. If you call especial attention to your stoves, name some of the neighbors of the people to whom you are writing who are using them. This personal solicitation will undoubtedly have the desired effect, and even if the family thus addressed may not need anything in your line immediately, they will be likely to come to you when they do, as the impression produced upon their minds by such a method will prove a lasting one, and the first shop brought to their attention upon their arrival will be the one that will suggest itself when they desire to make a purchase.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

PARIS GREEN

IN USUAL SIZED PACKAGES

SANDERSON PEARCY & CO., 61, 63 and 65
Adelaide St. West, TORONTO.

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calclned Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes,
Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

PARIS GREEN

Government Standard

Guaranteed Pure

$\frac{1}{4}$ -lb. Packages

50-lb. Drums

$\frac{1}{2}$ -lb. Packages

100-lb. Drums

1-lb. Packages

250-lb. Kegs

. . . WRITE FOR PRICES . . .

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

RACIAL CHARACTERISTICS IN MACHINERY.

A STUDY of racial characteristics in machinery designing, shows up strongly the varied peculiarities of different nations, remarks Journal of Commerce, Chicago. The quick, artistic perceptions of the French lead their artisans to adopt bizarre and showy designs, and close attention for effect is given to the simplest and most homely implements, hand work being preferred in France, because it is the cheapest and because there is an abundant supply of skilled workers of the lower grade. The English have a predilection for rigidity, leading to heavy frames and bed plates, in which cumbersome extremes are often adopted, while the Scotch are mainly careful to use sound material, but sometimes an unnecessary surplus of it. The German designer, well grounded in mathematics, calculates stresses and proportions minutely, but in the outcome wastes time in having the finished product adhere to exact curved lines and rounded masses, being a conscientious provider for home taste and the home market alone. In the American field of machine designing, money and time are closely regarded. Labor is dearer than abroad, and aside from competent foremen and specialists on complicated machinery, there is a dearth of skilled operators. A preponderance of labor-saving devices is the result, and machinery supplants hand work in unexpected directions, for making and even assembling interchangeable parts for handling materials and products.

THE SAFETY BARB WIRE CO.'S PLANT.

A. J. Somerville, president of the Ontario Lead and Barb Wire Co., Ltd., and vice-president of the Western Wire and Nail Co., Ltd., of London, Ont., has purchased the plant of the Safety Barb Wire Co., of New Toronto. The business will be continued. The destination of the plant is not yet determined upon. In the meantime any orders for the special goods manufactured by the Safety Barb Wire Co., viz., safety barb, safety perfect and Ross braid will be executed by the above firms.

PAINT MERCHANT FAILS.

Mr. Wilbrod Baril, Montreal, manufacturer, yesterday made a demand of assignment on J. A. Renaud, paint merchant, who consented to assign, and has filed a list of his creditors with the deputy prothonotary. The liabilities are in the vicinity of \$28,000. The largest creditors are: Wilbrod Baril, \$4,537; F. Duclos, \$3,600; Gauthier & Co., \$2,300; Hurteau & Bro., \$1,559; T. Prefontaine & Co., \$1,089; Corbeil & Leville, \$875; Drapeau & Savignac, \$600; Bradshaw & Co., \$1,009; Lucien Huot, \$425; H. Bulmer, \$698; Thibaudeau & Bourdon,

\$400; V. T. Traversey, \$497; J. Chamberlain, \$250; Robert & Sons, \$302; McArthur & Co., \$230; Sun Life Insurance Co., \$3,200; Estate E. Demers, \$1,510; Alf. Dalbec, \$1,000, and Miss S. Renaud, \$973. The assets are the book debts, furniture, stock-in-trade, house and lot on St. Catherine street, three lots in Maisonneuve and two lots on Sherbrooke street.

GRAND TRUNK EARNINGS.

For the week ending May 27 the earnings of the Grand Trunk System totaled \$346,827, as against \$329,079 in the same week last year, showing an increase of \$17,748. The increase was in the freight train earnings, which were \$238,601, as against \$216,075 in the same week last year.

PERSONAL MENTION.

F. W. Lamplough, of Lamplough & McNaughton, Montreal, was in Toronto this week.

Mr. Harry Wright, representing E. T. Wright & Co., Hamilton, was in Toronto on Thursday.

Mr. Kinghorn, representing the Montreal Rolling Mills Co., Montreal, was in Toronto this week.

Mr. Elias H. Lyons, formerly with M. & L. Samuel, Benjamin & Co., paid his folks a flying visit recently, on his return from the continent, where he has been for the past four months on a buying tour for the mammoth concern, Siegel, Cooper & Co., Chicago and New York.

NEW TREATMENT OF ALUMINUM.

A remedy for one of the chief obstacles to the general use of aluminum, the oxidizing of the surface, has been found by Professor Gotting, of the Berlin Artillery and Engineering Academy. The aluminum is dipped into a diluted solution of certain salts, that is not made public, which turn the surface into a brown substance of great resisting power, resembling Japanese bronze. Experiments are being made to find out whether, with the new treatment, aluminum can be used for cooking utensils for the army.

GOOD MORNING.

Don't forget to say "Good Morning!" remarks an exchange. And say it cheerfully and with a smile; it will do you good, and do your friends good. There is a kind inspiration in every "Good Morning," heartily spoken, that helps to make hope fresher and work lighter. It seems to really make the morning good, and to be a prophecy of a good day to come after it. And if this be true of the "Good Morning," it is also true of all kind, heartsome greetings; they cheer the discouraged, rest the tired one, and somehow make the wheels of life run more smoothly. Be liberal with them, then, and let no morning pass, however dark and gloomy it may be, that you do not help to brighten by your smiles and cheerful words.

THE BEST ORE MINING RECORD.

The marvelous record made by General Manager Florada, at the Lone Jack mine last season, when he stripped and opened this mine and shipped therefrom 400,000 tons of good merchantable ore inside of a space of six months, says an exchange, is without parallel in the annals of iron mining, and probably never will be equalled, and affords an instance of the ease and celerity with which the Mesabi ores can be handled in the early stages of the development of the open pit mine. At the Chandler mine, the finest underground mine in Minnesota, before a like amount was hoisted to the surface patient and scientific mining work had to be undertaken which extended over a period of nearly 18 months, aided by costly pumping and hoisting machinery. At the Lone Jack the entire work was performed by three steam shovels and a little powder. However, it is only a question of time when the present steam shovel mines will all be worked on the underground plan, and at increased cost.

PATENT REPORT.

Marion & Laberge, 185 St. James street, Montreal, report that the following patents were granted to their clients last week: 52,207, E. A. Manny, furnace; 52,264, D. C. McCaullay, alarm for steam boilers; 52,339, Jos. Chounard, monocycle; 52,341, J. B. Parent, current wheel; 52,342, G. E. Paquette, bicycle tire.

ASSOCIATION ON DOOR KNOBS.

The makers of mineral door-knobs in Birmingham and South Staffordshire have, according to Hardwareman, formed a trade association with the view of securing and maintaining a uniform standard of prices. The consequence is an advance in the case of smaller firms. Brass door-knobs of the cheaper class were probably never in such remarkable demand since the period of inflated trade which followed the Franco-German war. Leading makers in Birmingham are declining to quote new customers as they are unable to cope with the orders already on their books. Owing to the recent combination in the sheet metal trade and the consequent advance in price, common brass door-knobs have been put up 2½ per cent.

NEW MOLDING SAND FOR CASTINGS

A new molding sand for the production of thick castings, free from blow holes, has been introduced in Germany. It is first burnt hard, then finally ground and afterwards mixed with sal ammoniac dissolved in water. It is claimed that when, in casting, the metal comes in contact with this sand, a layer of steam and hydrochlorate of ammonia is formed, which prevents the metal from running through the sand, and thus insuring the production of a clean casting.

CARRIER, LAINE & CO.

264½ St. Joseph St., QUEBEC.
145 St. James St., MONTREAL.

— LEVIS, P.Q.

Engineers, Machinists, Boiler Makers, Founders, Ship Builders and General Contractors, Bridge Builders.

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

Representatives in Every Town Wanted

— FOR THE —
COLD WATER PAINT

A SUBSTITUTE FOR
OIL PAINT AND
WHITEWASH



AN EXCELLENT DISINFECTANT
FIREPROOF
WEATHERPROOF

No Smell, Easy Work. Small Price. Satisfactory Results. Five Million Pounds used in U.S.A. last year.

Write us for
Particulars and Terms

VICTOR KOFOD, Sole Agent for Canada,
45-49 St. Francois Xavier Street, Montreal

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

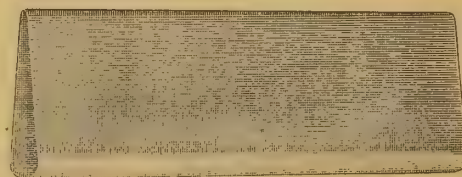
WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

Emery Oilstones and Slips

Fast-cutting.
Durable.
Low-priced.
Guaranteed
Quality.



Send for
Illustrated
Catalogue

COOKE HARDWARE CO.

24 Hunter St.

Hamilton, Ont.

MACHINERY PRICES.

THE latest class of manufacturers to join in the general complaint against extremely low prices are the machinery men. Our exchanges devoted to that line are now asking the question as to why machinery prices should be so low. One correspondent, writing on the subject, notes the fact that in many lines of manufacture the shops have all the work they can attend to, but the proprietors all complain "that prices are off" and there is "no profit in doing business." Those whose capital is invested in machine shops are wondering what can be done to improve prices.

The correspondent referred to suggests as a remedy the publication of prices at which orders are accepted, together with the names of the parties accepting them. He argues that the custom as followed in government and corporation work, publication of names and prices, would have the effect of putting prices on a higher level. This plan might do some good in the way intended, but its execution would be very difficult. Manufacturers would give a dozen reasons why they do not want prices published in every case. Of course each one would like to hear of the rates secured by other people, but he would not want to give his own. The correspondent, in our opinion, strikes the right key when he says that "the only way to raise prices of machinery is to raise prices." The machinery builders have evidently had the experience of other lines. In pushing for trade they have cut prices below the limit and higher figures are now necessary. And in such cases it should not be very difficult to bring them. — American Manufacturer.

SHOULD HAVE THE PATIENCE OF JOB.

The stove dealer must have the patience of a Job, the penetration of an X ray and an abnormally developed habit of observation, remarks Stoves and Hardware Reporter. A stove dealer tells of a little experience which has undoubtedly been duplicated many times, and which illustrates the constant need of all the qualities mentioned. He had sold a steel range to a man with whom he had done business for some time, and it gave excellent satisfaction, until he moved to a fine new home of his own. Then complaints came. The dealer went and examined the flues carefully, took the precaution to see that there was a damper in the pipe of the laundry stove and went away. Some time afterwards the customer came to him and told him that he would have to come again. He told him that the range had worked all right for a short time after he had left, but that the trouble soon commenced again and that it was impossible to do good work with it. He admitted that he had resorted to

someone else to have the defect remedied, had invested \$8 in a chimney cap which had afterwards been discarded and was at his wits end. The dealer said nothing and went to the house again and made another thorough investigation, but without any better result. At last, when he was almost about to give the whole thing up in despair, and was standing in a room directly above the kitchen gazing blankly at the wall, he suddenly thought the saw the wall paper in a certain spot move. On investigation he discovered that the pipe hole had been papered over without first putting in a flue stopper. The paper had cracked, and, it frequently happened that cold air was drawn into the flue, checking the draft, and, of course, seriously impairing the cooking efficiency of the stove. It took a very short time to put a stop to the trouble and the dealer and his customer had a hearty laugh together.

LEAKAGE OF PETROLEUM.

According to a recent communication from Mr. Maxim, an efficient machine joint, proof against the leakage of petroleum, can be made at a screwed connection by first removing every trace of oil, and then applying good thick shellac varnish to the outside and inside threads. Ordinary yellow soap will likewise make a good joint. Treacle, honey, glue, "mucilage," or glycerine are all quite petroleum proof. For a stuffing-box, ordin-

ary wicking saturated with yellow soap may be safely employed. Canvas saturated with shellac varnish makes a good washer; soft metallic (lead?) washers are better. A good flexible diaphragm for a regulator can be made of closely-woven cotton, varnished on both sides with a compound of equal parts of gelatine and glycerine. Wood and textiles can be petroleum-proofed with the same stuff. Castor oil, which is insoluble by either petroleum or water, makes a good proofing for stuffing-box packing. Red lead and oil and india-rubber are both readily dissolved by petroleum when it is hot and under pressure.

AMERICAN CAR WHEELS FOR AUSTRIA.

The Engineering News reports the shipment of 120 cast iron car wheels made in Buffalo for experimental use on the Austrian State railways. The cars which will run on them will not be allowed to pass the frontier because of a rule of the German Railway Union against the use of brakes with cast iron wheels. But if the experiment should vindicate the cast iron wheel and occasion the modification of the rule of the German Railway Union there would probably be a great opening for the export of car wheels, for it will take Europe a long time to learn how to make as good cast iron car wheels as Americans do.—N.Y. Journal of Commerce.

Hit Birds Flutter

Our agents in Picton, Ont., Messrs. Carter Bros., have sent us the advertisement reproduced above as their idea of the present paint situation. We are too modest to insert it as one of our own ads., but have much pleasure in doing so as an illustration of the talent that exists among the hardware and paint dealers for good advertising ideas

THE W. H. C. CO., LTD.

Why all the flutter amongst the wholesale paint trade? It's because we hit them, and hit them hard---our only ammunition, good paint,



Manufactured by

The WALTER H. COTTINGHAM CO. Ltd.

MONTREAL

Wire Cloth



Sand Screen Cloth

Green Painted Screen Cloth
Special Lath Cloth

Hardware Grade Cloth

Milk Strainer Cloth

Honey Extractor Cloth

Fanning Mill and Threshing Machine Cloth, etc.

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

McCREADY'S BUILDING SALE

You'd regret if you knew how much money you were losing by not buying your Sporting Goods from us. We supply everything in this line. **Quality high, Prices low.** We intend re-building our present premises immediately, and have to move to temporary stores to let the builders in. It costs us more to move than to cut off the prices. We give you this in large discounts by taking goods in lots. Everything must be cleared out, as we open the new building with brand new stock. Write for particulars. Dealers write for discounts.

The R. A. McCREADY CO., Ltd.

149 Yonge Street, Toronto, Ont.

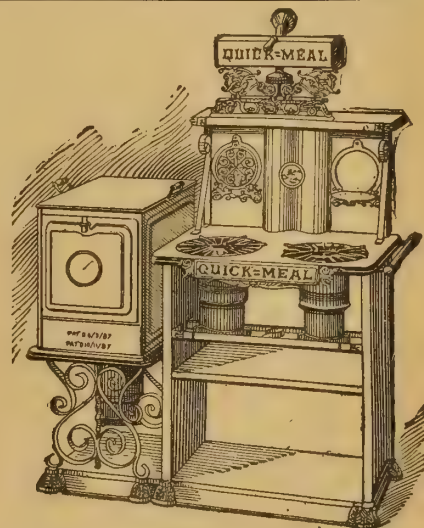
YOU'LL DO THE TRADE

of your locality with satisfaction to every one if you handle the famous

.. Quick Meal



GASOLINE RANGES



They are standard goods that sell on their merits, and are always immensely popular for summer use, being unequalled for safety and economy.

We are sole agents for Canada. See our Catalogue for full details about the many sizes and styles—you'll find the prices right.

THE
GURNEY FOUNDRY CO. LTD., TORONTO

The Gurney-Massey Co. Ltd., Montreal

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, May 29, 1896.

HARDWARE.

THE week has furnished a fair degree of activity in all kinds of general hardware, most of the houses being busy in pushing forward orders. Both ordinary fence and barbed wire have been taken in good quantities, the only complaint being that the margin on the latter is too small to be profitable. Cut nails have met with an increased demand, but wire nails are only moderately active. Horse nails and horse-shoes are dull. Cordage is in good request, quite an active trade transpiring, and there have been some good orders booked for assorted lots of pocket and table cutlery. Demand for harvesting and gardening tools is fair, but new business is now stationary, with, if anything, a decreasing tendency. The same can be said of green wire cloth. Payments could easily be better.

PLAIN WIRE—The demand for plain wire continues of fair dimensions, orders for both oiled and annealed coming in well during the week. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—There is a good demand for barb wire, and the only complaint is that the margin of profit is too narrow. We quote as follows: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—Demand for these has increased, if anything, during the week, orders this week being for larger quantities. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Demand for wire nails has been moderate and not quite equal to the call for cut nails. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Very slow and prices the same. Discounts, 50 per cent.

HORSESHOES—Business very quiet. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

SCREWS—There is a fairly satisfactory trade in screws. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—There is a nice seasonable call for tacks of all kinds.

BRASS AND COPPER WIRE—Enquiry for both brass and copper wire is maintained. Discounts are 12½ per cent.

CARRIAGE BOLTS—Business is in better shape since values have been established on a more settled basis. Discounts are 60 per cent.

RIVETS—There is no change from last week, demand being moderate. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Discounts steady at 50 per cent., with business unchanged.

ROPE—There is an active demand for cordage of all kinds, and prices are steady. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair call for belting. Discounts are: 45 per cent. on standard, 40 per cent. on extra and 50 per cent. on No. 1.

BINDER TWINE—There is a moderate demand for binder twine, and we quote: 6¼ to 8¼c., as to grade.

BUILDING SUPPLIES—Business consists chiefly of a small movement to country points.

CUTLERY—A good demand is experienced for both table and pocket cutlery in assorted jobbing lots.

SPORTING GOODS—A few orders for ammunition constitute about the only business there is moving in these goods.

CHAIN—A demand limited to small lots of coil chain is the only trade passing.

PLUMBERS' SUPPLIES—A few country orders were the only enquiry experienced last week.

GREEN WIRE CLOTH—Business on a diminishing scale in this line. Prices are steady at \$1.50 to \$1.60 per 100 feet.

ICE CREAM FREEZERS—A moderate demand is experienced. We quote 1.50 to \$7, as to grade.

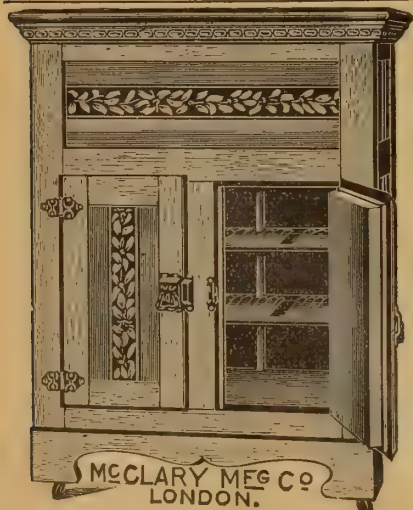
CHURNS—There is only a quiet trade doing. We quote discounts at 70 per cent.

CLOTHES WRINGERS—A fair demand is experienced at \$26.50 to \$27.

TOOLS—Gardening and harvesting tools have been moving well, but the volume of new orders is now about stationary or possibly on the decrease.

AXES—Quiet and steady. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—There has been no change in the position of the market. We quote: Plain 35 to 40c.; tarred lining 45 to 50c., and tarred roofing \$1.50 to \$1.60.



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

CLOTHES LINE WIRE

In 50 ft., 75 ft., and 100 ft. lengths

ALSO

Special Steel Tables for Tile
and Cement Fireproof Flooring

Cut and straightened to special lengths.

**DERRICK, HOISTING
AND GUY ROPES**

MANUFACTURED BY

**THE DOMINION
WIRE ROPE CO., Ltd.**

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

CAUSE AND EFFECT.

Evil effect follows when there is a bad cause; remove the cause and the effect will disappear. Apply this law of nature to your horse nail business;—buy the "C" brand horse nails and your customers will never have cause to blame you for any evil effects which follow from the use of inferior nails. Every box of our nails is warranted perfect, and has our name and brand on it. They cost the same as others. Ask for them and insist on having them only.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands

... Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, **MONTREAL**



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors

WARE—There is a fair demand for tin and enamelled ware.

CEMENT—There is a fair demand for small lots at \$1.90 to \$2 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—There is a fair enquiry for these at \$16 to \$22 per 1,000.

METALS.

Business in heavy material exhibits little change. Advices from abroad are rather steadier in tone on tin, galvanized and Canada plates and spelter, but there is no actual alteration of moment in spot values.

PIG IRON—The demand for pig is confined strictly to small quantities for actual wants and values rule steady on the whole. Sales of No. 1 Carron iron have been made at \$19.50 ex wharf, while No. 1 Summerlee has changed hands at \$19 to \$19.50 for ordinary lots. This is firmer than some sales quoted last week, which were governed by special circumstances. Nova Scotia pig in a small way has been moved at \$16 75.

BAR IRON—The steady feeling in bar iron is maintained, and jobbers here have passed orders because the buyers insisted on \$1.60 being shaded. We quote \$1.60 to \$1.65, as to quantity, in a jobbing way.

HOOPS AND BANDS—Business in hoops and bands is noted at \$2.25 for good-sized lots, but a buyer could hardly get a small lot at this price.

SHEET STEEL—Quiet and unchanged at \$2.75 for 8 to 16 gauge.

SHEET IRON—The spot price is unchanged at \$2.25 to \$2.50, but a small lot could not be bought at the inside figure.

TINNED IRON—There has been a moderate enquiry for tinned iron at \$5.75 up to 24 gauge.

LEAD PIPE—Some good orders have been filled this week at 7 to 7½c., with 30 per cent.

PIG LEAD—There has been a fair enquiry for lead and prices are steady at \$3 25 to \$3 35.

GALVANIZED IRON—The advance in spelter has induced a firmer tendency on galvanized plates. Spot prices are not quotably changed, but though we quote \$4.15 to \$4.30, it is very doubtful if a buyer could get case lots for less than the outside figure.

INGOT TIN—Quiet and firm at 16½c.

INGOT COPPER—Steady and unchanged at 11 to 11½c.

SHEET COPPER—A fair jobbing enquiry has been experienced at 15½ to 25c.

IRON PIPE—There is no change in iron pipe, which continues fairly active at 65 to 70 and 10 off the list.

CANADA PLATES—Sales of round lots have been made at \$2.10, but a buyer could not get small lots at this price, and we quote \$2.15 to \$2.25.

TIN PLATES—The better feeling cabled from abroad on tin plate has imparted a

Pig Lead

PURE

HARRIS

HAS FOR SALE

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

steadier feeling to the market here. Sales of round lots of cokes are noted at less than \$2.60, but in a jobbing way we quote this week \$2.65 to \$2.75 for cokes, and \$3 to \$3.25 for charcoal.

TERNE PLATES—Terne plates are very steady at primary markets, and some good import contracts have been executed during the week on behalf of importers here. In a jobbing way we quote values firm at \$5.75 to \$6.25, as to grade.

SOLDER—There is no change in solder, which is quoted at 11½ to 13c.

SHEET ZINC—Continues steady, with a rather firmer tendency, at 4½ to 5c.

SPELTER—Advices from the United States note a sharp advance in spelter, but prices on spot are unchanged at \$4.50.

ANTIMONY—There is no change in antimony, which we quote at 10c.

GLASS.

There is a fair demand for window glass, and stocks in jobbers' hands now supply a much better assortment. Prices are steady, as follows: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business is reported very active in this department, with no special feature that we hear of. Free arrivals of linseed oil have led to a reduction in price of 1c. per gallon, and, as hinted last week, turpentine has been similarly affected, and is quoted 1c. lower. The approach of the paris green season begins to be felt, but no important advance in price is looked for.

WHITE LEAD—In active request at former figures. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Firm at quotations. We quote: Pure, in casks, 4c.; kegs, 4¼c.; No. 1, 3¾c. in casks, and kegs 4c.

LIQUID PAINTS—In increasing demand at figures quoted in our "prices current."

PARIS GREEN—In better enquiry and firm. We quote: Casks, 13½c.; drums, 14c., and packets, 14½c.

LINSEED OIL—Is easier in price, in sympathy with lower quotations in England. We quote one to four barrels: Raw, 52c.; boiled 55c. Five barrels and over, 1c. less.

TURPENTINE—Owing to heavy production, prices are somewhat lower. We quote: Single barrels, 42c.; five-barrel lots, 41c., less 3 per cent. 30 days.

NAVAL STORES—There is a fair demand for naval stores, both waste and oakum ruling firm. We quote: Resins, \$2.50 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Business in heavy chemicals has been active, and the general tone of the market is

steady. We quote: Bleaching powder, \$2.50 to \$2.75; bicarb. soda, \$2.25 to \$2.35; sal soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.90 to \$2; ditto, 70 per cent., \$2.15 to \$2.40; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 75 to 80c.; sulphur flour, \$1.75 to \$2; ditto roll, \$2 to \$2.10; sulphate of copper, \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac, Sicily, per ton, \$50 to \$60; soda ash, 48 to 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50.

PETROLEUM.

There is a steady feeling in petroleum, but business is quiet. We quote: Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Hides are firm at the advance, and some round quantities have been taken on American account at quotations. We quote 3 to 5c., as to grade.

ASHES.

The receipts of ashes have been fair, for which there has been a good demand from abroad, and in consequence the tone of the market is decidedly firmer, prices having advanced 10 to 15c. per 100 lbs. for pearls and first sorts. We quote: First, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MONTREAL NOTES.

A. C. Leslie & Co. have put through some good-sized import contracts for Carron British pig iron during the week at firm figures.

Advices on spelter from United States are very firm, noting sharp advances, and state that the market has an upward tendency.

Linseed oil has declined 1c. per gallon owing to decline in England, and increased production of turpentine has sent prices down 1c. also.

The Canada Paint Co. report that the approach of the Paris green season is commencing to be felt, but that they don't look for any radical changes in values.

Wm. McMaster, the managing director of the Montreal Rolling Mills Co., who has been absent touring, in Great Britain and Europe generally, is expected to sail for home this week.

Wright & Co., Ottawa, call attention to their advertisement in this issue. They are manufacturers of Portland cement, asbestos, firebrick, plaster paris, drain pipes and all kinds of contractors' supplies.

Lamplough & McNaughton are offering a line of aluminum spoons and forks to the trade, which possess many merits and ought to be good sellers. Jobbers can secure full

price lists by writing to the firm, St. Sulpice street, Montreal.

Dorken Bros., McGill street, Montreal, have taken the agency for the Dominion of Canada for the McCune bicycles manufactured at Everett, Mass., U.S.A. They are a high-grade wheel and are very favorably known across the line.

W. H. Cottingham, of the W. H. Cottingham Co., leaves for Cleveland this week to spend a week with the Sherwin-Williams people, whose goods the Cottingham Co. manufacture and handle for the Canadian market.

The demand for heavy material is generally admitted by the trade to be less than that for the corresponding period last year. The trade generally seem determined not to stock up for any length of time ahead.

ONTARIO MARKETS.

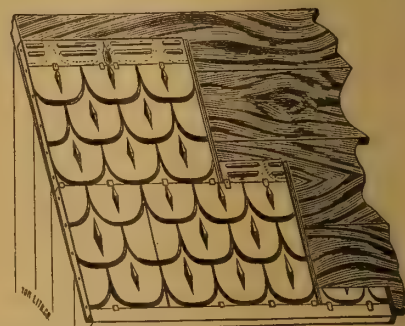
TORONTO, May 29, 1896.

HARDWARE.

TRADE does not exhibit much life this week. One has only to walk through the shipping rooms of the various warehouses to learn that there is less activity than for some weeks. Everybody nearly is shouldering the blame upon the Federal election campaign, and the general opinion is that business will be quiet until the "war" is over. Barb wire is, as a rule, moving off fairly well. The demand for cut and wire nails is much about the same as a week ago. The demand for tinware is being well maintained. Business in builders' supplies continues fairly good on country account. Increased activity is to be noted in copper rivets. The same may be said of plumbers' supplies. A better business is also doing in clothes wringers. Activity is still the feature of rubber hose. More enquiries are heard for building paper. In other lines business is much as before.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

FENCE WIRE—Trade is much about the same as a week ago. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Has been moving off fairly well during the past week. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—The slight increase in orders noted last week has been maintained, but business is by no means active. Base price, \$3.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—While the demand is always a little better than it is for cut nails, the volume of business is not satisfactory. As retail trade was loaded up before the recent advance, an active movement is not to be expected. Discounts are 70 and 5 Ontario, with delivery of 10 keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Are exceedingly quiet. Discount, 50 per cent.

HORSESHOES—Scarcely anything doing. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Trade is moderate only. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—There is quite a line moving on country account. Business fails to show any improvement in the city trade.

BRASS AND COPPER WIRE—The demand keeps fair. Discount unchanged at 12½ to 15 per cent.

CARRIAGE BOLTS—Are moving slowly. Discount, 60 per cent.

RIVETS AND BURRS—Copper rivets are beginning to move more freely, on belting account chiefly. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Business is still limited. We quote as follows: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¼c. per lb. These quotations are subject to rebate.

ROPE—There is virtually nothing doing. We quote: Sisal, 7-16 in. and larger, 6¼c.;

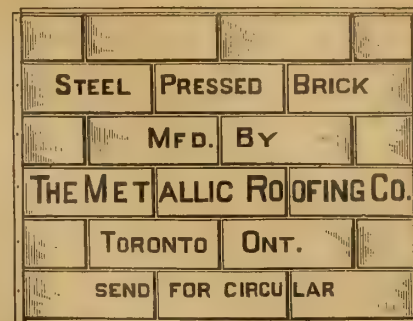
"EMPIRE" PATENT SHINGLES

Coated with our new preservative "Coalite" cannot be distinguished from best slate.

The galvanized kind require no coating and are **WARRANTED RUST-PROOF.**

Made only by

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**



¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—A fair amount of business is being transacted. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Trade is fairly active for this time of the year, and during the past week a slightly improved demand is to be noted for table cutlery.

SPORTING GOODS—A few enquiries are heard for firearms, but there is virtually nothing doing outside ammunition. Jobbers are getting their stocks ready for summer business.

GREEN WIRE CLOTH—Business continues to fall off. We quote \$1.50 per 100 square feet.

COIL CHAIN—The demand is still only limited. Ruling quotations are: Quarter inch, 4¼c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded a little.

PLUMBERS' SUPPLIES—Trade continues to improve on country account. The discount sheets arranged by the new association on brass goods have been issued, but the wholesalers are still awaiting the catalogues.

ICE CREAM FREEZERS—Trade is improving, although but slowly. We quote from \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—Trade is improving. Prices unchanged at \$26.50 to \$27.

CHURNS—Very few orders coming in. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Business does not yet show much falling off; in fact, in garden tools there is rather an increase to be noted.

RUBBER HOSE—The demand continues brisk. Nice quantities are being called for, principally in the "Lion" brand, or equal. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Enquiries are becoming more numerous. We quote: Plain

building, 40c. per roll; tarred lining, 50c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs.

POULTRY NETTING—Demand is still fair for small quantities. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC—Business is still good, both for tinware and graniteware.

METALS.

Metals are as a rule fairly steady, and no special features have developed during the week.

PIG IRON—We hear of neither transactions nor offers. Siemens is quoted at \$18 for No. 1 and \$17.50 for No. 2, Toronto.

BAR IRON—Is exceedingly quiet, and the little that is going out appears to be altogether confined to small lots. The idea as to base price is \$1.55, f. o. b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Business is quieter than it has been for the past couple of weeks. We quote \$2.30 to \$2.35, according to quality.

SHEET STEEL—Is in better demand, quite a number of orders having been received during the week. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Has also been called for a little more freely. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Orders are still confined to small lots. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Trade is fairly lively, but the quantities wanted are small. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Trade is fair at 3¼ to 3½c.

GALVANIZED IRON—There is a special run on the heavy gauges, in the large

sizes of which stocks are rather low. At the same time there have been quite a number of case lots in 26 by 28 gauges called for. We quote Queen's Head or equal brands: 16 gauge, \$4.35 per 100 lbs.; 17 to 20, \$3.70; 22 to 24, \$3.85; 26, \$4.10; 28, \$4.25. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Some good sales have been made during the week, and, generally speaking, trade is fair. The outside markets are steady, and prices here are unchanged at 16½ to 17c. for small quantities.

INGOT COPPER—While the enquiries are not numerous, a few good sales have been effected. The outside markets are firm. The idea as to price here is 11¾c. per lb.

SHEATHING COPPER—Trade is fairly good in sheathing, braziers' and roofers' copper. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Stocks are low and the demand is good. Galvanized pipe, especially, is scarce in the staple sizes. We quote as follows: English, ¼, ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ⅜ and ½-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Prices are lower on American ranges on account of competition, and an increased demand is reported for this kind as a result. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.25; 35 gal., \$7.25; 40 gal., \$8.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—The demand for shipment from stock has been a little better. Some of the import lots that were booked for prompt shipment have been delivered. The bulk of the orders will not, however, arrive till September. We quote: For import—52-sheet boxes, \$2.35; 60 ditto, \$2.45; 75 ditto, \$2.55; Alaska, \$2.85. From stock we quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20x28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Trade is slow; in fact, more so than for some weeks. The demand there is principally for cokes. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

CHAIN—The American makers of coil chain have withdrawn their prices. But it is not likely to have at least any immediate effect on this market, as the dealers throughout Canada have pretty complete stocks at present.

SOIL PIPE—Trade is fairly active at the unchanged discount of 60 per cent.

SHEET BRASS—Trade is fair and prices

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

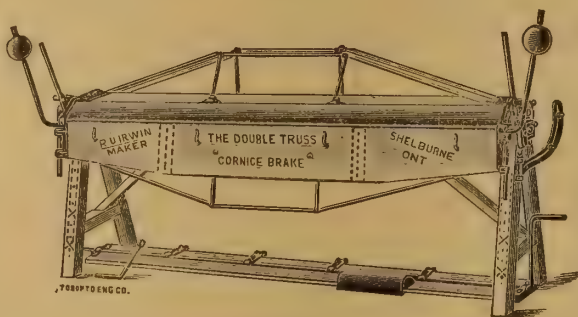
Varnishes for House Painters, Boat Builders, etc., etc. **MONTREAL**

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers **MONTREAL BRANCH, 301 St. Paul Street**

The Collins Twist Wire Fence No. 2

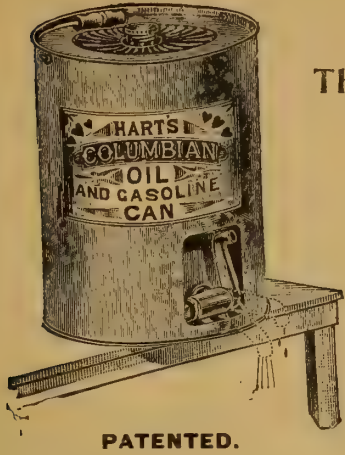
The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St. West Toronto, Ont.

Established 1860.

Incorporated 1895.



The Columbian Faucet Can

FOR OIL AND GASOLINE.

The simplest Can ever put on the market. The Faucet is hung on a swivel and the stream can be stopped at once by raising the Faucet, the cut-off being so perfect that there is no possibility of drip or waste.

The Thos. Davidson Mfg. Co. Ltd.

Send for Sample.

MONTREAL.

steady. Discounts, 25 to 33½ per cent., according to quantity.

TERNE PLATES—Quite a number of orders have been received during the past week, although the quantities wanted have not been large. The ruling price for best brands is still \$6.

SOLDER—There is a good deal going out, but it is principally small lots. We quote 11½c. for standard and 12c. for half and half.

ZINC SPELTER—The movement is a little better, but stocks are low, especially in imported. We quote: Imported, 4¾ to 4½c.; domestic, 4c.

SHEET ZINC—Demand is moderate only. We quote: 5¼c., and small lots 5½c.

ANTIMONY—Quiet and unchanged. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

GLASS.

Invoices are now being received covering import orders. This is somewhat earlier than usual. At the same time, the documents only cover a small portion of the orders booked. Shipments from stock are slow, partly owing to the fact that most of the dealers expect their shipments in the course of the next few weeks. We quote: Window glass, from stock, \$1.15 to \$1.25 first break in 50-foot boxes, and \$2.20 in 100-foot boxes.

OLD MATERIAL.

Business continues quiet, with wrought scrap scarce. The tendency of scrap rubber is still downward. We quote as follows: Agricultural scrap, 50 to 55½c per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2½c.; zinc, 1¾ to 2c.; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

Owing to the Queen's Birthday this has been a short week in business circles, and the races at the Woodbine have created more diversion than some people imagine. Notwithstanding these incidents, we find a good strong undertone to the paint, oil and varnish business in the larger circles. Through the country travelers report that politics and not putty are most talked about. In the country stores impromptu debating societies are held daily. Some of our yeomen friends can talk like a "blue streak," to the great disgust of the average paint and oil traveler, who thus finds his prerogative encroached upon. White lead is in good

demand, with a somewhat more buoyant feeling and a tendency to higher prices. The warm rains this week have induced the irrepressible potato bug to "come forth," and there is now a better movement in Paris green without any advance in quotations as far as we can learn. Red lead is now arriving and relieving the shortage. Liquid paints are still in good demand. They have become popular and the output is increasing. Prices are well maintained as per list. Carriage builders' specialties show a steady movement. Varnishes and Japans are selling more freely with the warm weather. There have been some large shipments this week to the Northwest and British Columbia. Glue is very quiet. Pumice stone is being cut unnecessarily at last week's quotations.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to \$4; dry white lead in casks, \$4.50.

RED LEAD—We quote: \$4.25 in casks, \$4.50 in 100-lb. kegs; \$4 for No. 1 in casks and \$4.25 for ditto in kegs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; ditto, 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; ditto, 5 to 9 barrels, 57c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations.

GUM SHELLAC— $32\frac{1}{2}$ to 35c.

CASTOR OIL—In cases, $6\frac{1}{2}$ c. per lb. and $6\frac{3}{4}$ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at $2\frac{1}{2}$ to 3c. in barrels and $4\frac{1}{2}$ c. less quantity.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides quoted at $5\frac{3}{4}$ to 6c.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Sheepskins are firm at \$1.15 to \$1.25.

WOOL—Trade dull and prices unchanged. New fleece, 18 to 19c., and rejections 15c., and unwashed, 11c. Pulled supers are 20 to 21c., and extras, 22 to $22\frac{1}{2}$ c.

TALLOW—Unchanged at $3\frac{1}{4}$ to 4c. for rendered and $1\frac{1}{4}$ c. for rough.

PETROLEUM.

Trade continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, $16\frac{1}{2}$ c.; carbon, safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Import orders of glass are arriving.

The American manufacturers of coil chain have withdrawn quotations.

H. S. Howland, Sons & Co. report numerous orders for Rixford's harvest tools.

American range boilers are lower, owing to cutting in prices among local dealers.

Another shipment of tinned harness snaps has been received by H. S. Howland, Sons & Co.

The late fire caused the Toronto Lead & Color Co. but little inconvenience. They are now in capital shape and, it is said, doing a first-class spring trade.

H. S. Howland, Sons & Co. are in receipt of a shipment of window screens manufactured by Cane & Sons, of Newmarket.

The B. Greening Wire Co., Ltd., of Hamilton, have been getting out some sample boards of MacMullen's goods, and will

be pleased to send them to any one in the trade who will take the trouble to write for them. They are 16 x 12, and show six meshes of these goods. They greatly facilitate the showing and selling.

As a result of their advertisement in last week's **HARDWARE AND METAL**, H. S. Howland, Sons & Co. have received numerous orders for the Canton hoist.

M. & L. Samuel, Benjamin & Co. are in receipt of a further shipment of farm bells, which now makes their stock complete, so that orders can be executed promptly for all sizes.

The manufacturers in the United States of spades and shovels have withdrawn quotations. As far as Canada is concerned the demand for these articles is quiet, dealers being well stocked.

M. & L. Samuel, Benjamin & Co. are showing some special values this week in hinged butter molds, cake turners and tack pullers, and will be pleased to quote prices on application.

H. S. Howland, Sons & Co. have to hand their spring shipment of Flobert rifles and breech-loading guns. "We shall have a nice range of prices this season," said a representative, "from the cheapest to the best."

The Londonderry Iron Co., Ltd., Londonderry, N.S., have obtained the contract for the condensers and other parts of the by-product plant of the Peoples Heat & Light Co., of Halifax, N.S., in addition to the contract for the Coke Ovens iron work which they obtained some weeks ago.

The Toronto Silver Plate Co. report business as exceptionally good with them for this season of the year. April sales were far in excess of the same month last year, and the sales for May are equally promising.

Among the important orders now in hand or recently completed are: Silverware for two new hotels, the Gilmour, of Ottawa, and the Gananoque inn, of Gananoque; also a large order from the C. P. R. for private car service.

The "Lightning" wringer handled by M. & L. Samuel, Benjamin & Co. is claimed by the manufacturers of same to be the simplest, quickest and most durable wringer known, embodying the highest degree of

ISLAND CITY Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

COLLIE DOG FOR SALE

Dark Sable Coat, thoroughbred, sire "Finsbury Hero," will be sold at a bargain. Address,

"SCOTCH KENNELS"

The MacLean Pub. Co., Toronto.

BICYCLES . .

"Wolff American"

HIGH ART CYCLES. Spring tempered frame.

"McCune"

Cycles. Fine quality; special large ball bearings, $\frac{3}{8}$ -in. and smaller.

"Boker's IXL"

High Grade Cycles. Fitted with the "Gem" barrel hub. . . .

Sole Agents for the Dominion:

DORKEN BROS. & CO.

Send for Catalogues and Prices.

140 McGill Street, MONTREAL

utility with greatest ease of operation. It is the only wood-frame wringer in the market having loose bottom bearings, thus reducing to a minimum the tendency of loosening the bottom roll.

Geo. Wostenholm & Sons, manufacturers of IXL cutlery, announce an advance of about $2\frac{1}{2}$ per cent. in the price of their goods to the Canadian trade. The makers, it is understood, have found it necessary to make this slight advance, claiming that in the past they have been selling their goods cheaper than they should have done, but now that they are thoroughly introduced, the firm desires to maintain the reputation of its products.

UNITED STATES MARKETS.

NEW YORK, May 29, 1896.

PIG TIN—Prices were very firm on the basis of 13.65c. 'Changes terms, for early delivery, at the close and 13.70 to 13.75c. f.o.b. for jobbing parcels. At the latter figures a fair amount of business was effected and a contract sale of 10 tons at 13.62½c. for May delivery was reported on 'Change. The arrivals here thus far this month have been only 940 tons and there are at present only 625 tons in transit from Europe to this quarter. This leaves the local statistical position very strong, but does not seem to check the manipulations of speculators to keep future deliveries at a discount here, although commanding 10s. premium in London.

COPPER—Ingot was in fairly active demand and a good amount of business took place, particularly in Lake Superior product. On regular terms 11½c. was paid for early deliveries, and up to 11.55c. was understood to have been paid in a speculative way. Electrolytic is very firm at 11½ to 11¼c., and casting at 10¾ to 10½c., with offerings moderate for early delivery and the demand fairly active.

FIG LEAD—There is little business here at the moment and the demand remains very flat, with calls rarely for more than a few carloads for early delivery. Prices remain at about 3.02½c. for common domestic. London cables were a shade higher, quoting £11 2s. 6d. for soft Spanish.

SPELTER—The market for this metal continues somewhat ragged and more superficially firm than otherwise. In fact, good brands could have been purchased at 4.02½c., although open quotations below 4.10c. were strictly the exception. London cable quoted £17 15s. for good merchant brands.

ANTIMONY—A very moderate business only is passing and prices remain easy at about 7½ to 7¾c. for Cookson's, 6¾ to 6¾c. for Hallett's and 6½ to 6¾c. for Japanese.

TIN PLATE—The market remains in a very quiet condition and prices, while showing no radical change, are rather weak.

IRON AND STEEL—The demand for pig iron and old material continues light and few consumers are buying for delivery further ahead than thirty to sixty days. There is still a lack of briskness to business in manufactured goods and prices barely hold their own.

THE GLOBE FILE MFG. CO.'S ..

Mowing Machine Files
Mill Saw Files
Taper Saw Files
Pit Saw Files
Bastard Files

ARE THE BEST

We use nothing but the latest improved Machinery in our Factory.

EVERY FILE TESTED AND WARRANTED

Warehouse: Montreal.

Manufactory: Port Hope, Ont.

ESTABLISHED 1856

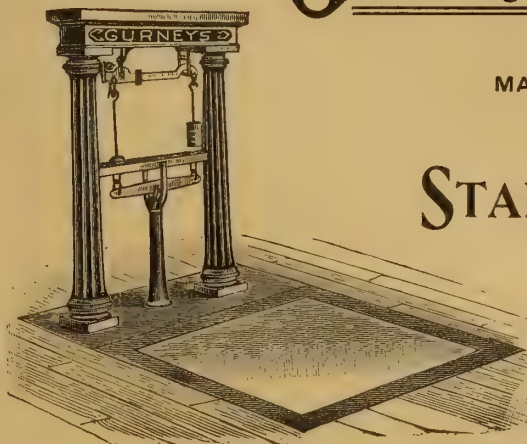
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

Bennett's Patent Shelf-Hardware Boxes are unequalled

If you wish to have an up-to-date store, and to save time and expense, read what B. R. Hamilton, the inventor of the Cradle churn, has to say about them, and do likewise.

J. S. BENNETT, Winnipeg.

NEEPAWA, Man., April 24th, 1896.

Dear Sir,—We take pleasure in adding our testimony to the high value of your Patent Shelf Boxes.

Having purchased from you the right to fit up our hardware store with these boxes, we at once set to work and, during the slack season in winter, made up seven hundred boxes to suit our shelves and stock. We had the ends run out by the planing mill here at a small cost, and we did all the other work of making and finishing in our own tin-shop.

To say that we are pleased with the result, only partially conveys our appreciation. We are more than pleased.

For neatness and uniformity of appearance, for convenience in handling and keeping stock, and for strength, lightness, durability and cost, these boxes are by all odds the best thing of the kind we have ever seen. No well regulated hardware store can afford to be without them. Yours truly,

B. R. HAMILTON & CO.

Price List on application. Infringement will be prosecuted. A sample box mailed on receipt of 25 cents, and store rights granted for \$10. Fullset instructions given for making.

Address all enquiries to

J. S. BENNETT, WINNIPEG

GOOD ENOUGH TO COPY.

SCOTT MCKERROW.

DO you remember when, a boy, you went fishing for tommy-cod or suckers, how you used to try to secure the best holes or lucky places in which to drop your line? How, no matter how good you thought your place and chances were, you still felt envious of the chances of your chum? How almost irresistibly the feeling came over you to drop your line down the hole from which your chum had just pulled up a "bite."

The "man is but the boy grown tall," and this thought struck me forcibly when reading the following extract which appeared in the advertising columns of one of Toronto's dailies recently :

GOOD ENOUGH TO COPY.

There are stores all over Canada being modelled after this—following our leadership and copying our methods. There are merchants here and elsewhere who rail against big stores who're not averse to growing big themselves. The simple fact is the trade has got largely into a rut, and the few who get out of it usually have this store to thank for the inspiration.

When this business sprang into existence new forces began to touch Canadian retailing. From the very first we emphasized—

- Early Closing!
- Cash and One Price!
- Direct Importations!
- Refunding Your Money!

and making everybody welcome whether they cared to buy or not. It's easy to see now that we were right and others are glad enough to follow our example, but plenty of stores are wasting strength and energy keeping open till late that could just as well close early. It's a question of principle to begin with. Later on it represents a substantial profit.

We've always championed early closing as a matter of simple justice to those who work hard during the day and faithfully during the week. Keeping open till near midnight Saturday is not uncommon in Toronto and elsewhere. That fact means nothing to us, but the contrast is bad for those who endorse it.

Some men will not adopt a plan for operating successfully, or more successfully, an undertaking they may have on hand, because the suggester may be an inferior in some respects or a younger man; fearing that the adoption might give the party who suggests it a chance to boast; while other men will accept readily a suggestion as to an improvement irrespective of the source, the consummation of the desired object being of more importance than either their position or prestige.

While no reader of the extract can for a moment lose sight of or doubt the very good opinion the management of the store in question has of itself, quite a few may doubt the claim that this store was the originator of the inspiration of such a method of doing business, more especially when we think of Whiteley's, Wannamaker's, Seigel, Cooper & Co., Mabley & Co., and others. Again, while my readers do not (and I think I am safe in saying the majority do not) advocate the business methods of the department store, nor even countenance their existence, none can but admire the platform as emphasized—

- Early closing.
- Cash and one price.
- Direct importations.
- Refunding your money.

To give the department store the credit of having a heart would call forth

the derision or pity of my reader, as it is well known that the Almighty Dollar is the only shrine at which its knee bends. And the early-closing movement was adopted by many stores, not from a philanthropic standpoint, but simply because people could be educated to do their shopping within a certain time, just as they had been taught to do their banking, because as much work or more could be had out of clerks working ten hours as fourteen or fifteen, as they would have relaxation from indoor work and the monotony of business, and a change of air, which would build up, brighten and invigorate an otherwise sleepy or languid clerk, and at the same time reduce minor expenses considerably.

We cannot get past the fact that hands, or clerks, whatever we may choose to call them, are merely speculations. We may cloak the fact with a clerk's being decent, sociable and an all-round good fellow, but the "crucial test" (as I heard a gentleman call it the other day) is the sales total at the end of the month or year. Let some of our well-paid travelers have one or two unsuccessful seasons and we will find their salaries trimmed or places filled. Therefore, if clerks are speculations we want to get all we can out of them for the money, and if closing early the five days of the week will make them work harder and better, and they both will and can, from a financial standpoint, it will pay to close early. From a self-interested standpoint it will benefit proprietors for the very same reasons as it does clerks. Also, if he has a horse or a wheel, a spin out through the country would do him good physically. And a casual call on a customer might mean a sale, or close an old account.

Montreal clerks have won the contest re early closing, and the bylaw is being strictly enforced throughout the city and there is no doubt when merchants become accustomed to the change they will not wish to go back to the old regime. Many of the smaller towns have adopted the early-closing movement for the summer and more for the whole year. The latter would not under any consideration keep open after 7 p.m., as the volume of business would be no greater, while the difference is the amount of the gas or oil bill alone is considerable.

On the cash system I have already written, but in passing would merely say that not a day passes but the department stores dwell upon the merits of buying and selling for cash only, in their "ads." And this cannot fail to be a great influence in educating the people to the advantages of cash transactions, so that the pioneers of "cash business" will undoubtedly find that this persistent educating will be of great help to them in overcoming any difficulties in changing from credit to cash.

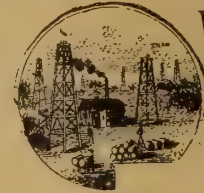
Space will not permit of my discussing the other two planks of the platform, but these are indeed "good enough to copy," both from a financial as well as a social and physical standpoint.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for . . .

Oil and Artesian Well Pumps, Casing, Tubing, Fittings, Drilling Tools, Cables, etc.

BETTER THAN A POT OF MONEY

For any young man or woman is a

. . . GOOD . . .

BUSINESS EDUCATION

The best spot in Canada to secure it is in Toronto, at the . . .

Central Business College . . .

Cor. Gerrard and Yonge Sts.

Up-to-date in every particular; modern methods, thorough work, low fees. A postal will bring you all particulars by return mail. Address,

W. H. SHAW, Principal

NOW PUBLISHED

LOVELL'S

Business and Professional Directory

For 1896-97

Of every City, Town and Banking Village in the Dominion. A volume of nearly 2,000 pages.

Price to Subscribers . . . \$5.00
" to Non-Subscribers . . . \$7.50

Orders received during the next 10 days will be filled at the subscription price of \$5.00.

A large sum of money and great care has been expended upon the work, and the publishers believe it cannot be anything else than satisfactory to anyone using it.

JOHN LOVELL & SON,

Montreal, May 15, 1896.

Publishers.

The Best Bicycle is None too Good For You.

RIDE A STEARNS

WHERE'ER ONE TURNS HE FINDS A STEARNS.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



THE NEW STEAMER CORONA.

THE steamer Corona, launched from the Bertram Engine Works Co.'s yard, Toronto, on Saturday last, is a beautiful craft. Her lines are as graceful as those of any artistic piece of sculpture; and if she does not prove an excellent sea boat and quite speedy, then the opinions of the experts who have examined her will count for naught. The general design of the steamer is by Mr. A. Angstrom, naval architect and engineer, and the manager of the Bertram Co. Mr. Angstrom has had considerable experience in the design of this class of vessel, notably when engaged on the plans of the magnificent Sound steamers of the Fall River line, Puritan and Plymouth, vessels well known to the traveling public. These steamers, as to design, build, finish and decoration, have few equals and no superiors. The organization of the Bertram Engine Works Co. is such that they are able to undertake any work of this nature which they may be called upon to execute, having an efficient staff in all departments capable of turn-

ing out complete steamships, including hulls, engines and boilers, carpenter and joiner work. The dimensions of the Corona are as follows:

Length on water line	270 ft.
Length over all	277 ft.
Beam, molded	32 ft.
Breadth over guards	59 ft.
Depth, molded at lowest point	32 ft. 6 in.

The hull is constructed throughout of open-hearth steel of the best quality. The plates, angles, and shapes are all joined together, so as to give the greatest rigidity and strength. The engine is of the inclined compound condensing direct-acting type, having cylinders 45" and 85" x 66" stroke, and will in its regular work develop from 1,700 to 1,800 indicated horsepower. The paddle wheels are of the feathering type, 20 feet 6 inches diameter outside of buckets, these having a face of 9 feet 8 inches. Steam is supplied by six boilers of the gunboat type, 8 feet diameter and 16 feet long, placed in two stoke holds with three boilers in each, there being two separate smoke-stacks. Each boiler has

two 36-inch furnaces. To be able fully to supply the steam necessary for the power required a forced draught installation has been provided, consisting of two steel plate fans 90 inches in diameter, run by direct connected double engines. The air ducts from these fans are so arranged that in case one fan gets out of order the whole of the boilers may be supplied from the other fan. A steam steering engine of the best type has been provided and will be located on the main deck, directly under the pilot-house. An efficient hand-steering gear is also fitted for emergencies.

WINDOW DRESSING.

It is a question of taste as to whether a show window produces more effect on the spectator when a single line of goods is exposed than when an assortment of different articles is displayed, remarks Merchants' Review. Perhaps the best plan, when there are several windows in the store front, is to devote each one to a separate line of goods and have, say, canned goods in one, cereal products in another, and wines and liquors in a third.

IT EXCELS IN EVERY DETAIL

A Griffiths Special Bicycle at \$100 is an investment that always proves profitable, because the smallest details in its construction are so skilfully perfected that the very best results in **SPEED, RIGIDITY and COMFORT** are obtained, and they are results that last. This wheel hardly depreciates in value after a couple of seasons.

We want Agents.

Send for our Catalogue for full and interesting details.

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

DEATH OF APPRAISER BLACKWOOD.

The members of the hardware trade in Toronto were pained on Tuesday to hear of the death, in Montreal, of Mr. T. F. Blackwood, hardware appraiser at the Toronto Custom House.

Deceased, who was suffering from cancer of the stomach, went to Montreal for medical consultation. He was born in England on December 27, 1833. Upon coming to Canada he remained in Montreal, where he held a responsible position in the hardware firm of McNab, Marsh & Cohen. When the firm removed to Toronto in the seventies, deceased accompanied it. In 1881 he entered the Custom House as hardware appraiser, and occupied the position as chief appraiser at his death. He was also a Dominion appraiser. Deceased was a prominent member of the Masonic fraternity. He was the founder of Ashlar Lodge, No. 247, A.F. & A.M., and was its first master. Besides other important positions in the Masonic body he was a Past District Deputy Grand Master. Deceased had reached the 33rd degree of the Ancient and Accepted Scottish Rite. The funeral took place from the late residence of deceased, in Rosedale, on Thursday afternoon.

BRITISH CAPITALISTS IN B. C.

Horne-Payne and other representatives of his syndicate of British capitalists are in this province, as some people would be inclined to say "looking out for snaps." That they have plenty of money is indicated by the number of enterprises in this province in which they already hold interests. They have, it is said, more idle millions to invest; but naturally they want to make what appear to them to be "good buys;" and, under conditions which they deem to be advantageous, are prepared to put out large sums in the direction of making their different enterprises productive of profit. They are not of a class to take hold of anything for the mere sake of getting possession; they have returns to make their clients in the shape of interest on the capital they invest, and we have no hesitation in saying, in connection with whatever mining properties they may handle, that they will turn them to more profitable advantage than all the men put together who will make a five or a ten cent dicker on the stock exchange or with some of the brokers who profess to know all and everything and to be perfect encyclopaedias of information regarding mines. What British Columbia wants is not a mining boom which shall make John Jones richer at the expense of James Smith; but one which shall give a stimulus to development in every department of industry on account of the demands made by those who are digging for gold and those who are supplying them with the capital to do so.—B. C. Commercial Journal.

Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

MANUFACTURERS' LIFE INSURANCE COMPANY

HEAD OFFICE, Toronto, Can.

THE VICTOR

Theille & Quack's Celebrated.

Binder Twine

We have other standard brands also for sale. Drop us a card for full price list and samples.

Our **BANNER BRAND** is the only successful low-priced twine. It is better than Sisal in every respect, and we can guarantee it to be satisfactory.

DICK, RIDOUT & CO. - - TORONTO

The Toronto Silver Plate Company

No. 654

Hotel Set.



MAKE A SPECIALTY OF SILVERWARE SUITABLE FOR HOTEL PURPOSES



FACTORIES AND SALESROOMS

570 King St. West

TORONTO, - CANADA

E. G. GOODERHAM,

Manager and Sec.-Treas.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

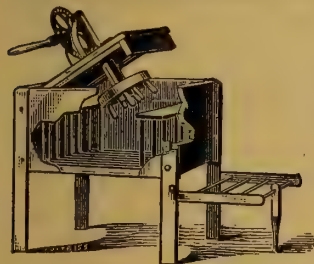
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & Co.

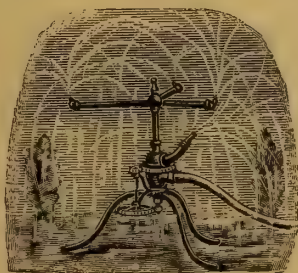
Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

ELECTRIC TRACTION IN BRITAIN.

ENGINEERING states that while America and most other countries were discarding animal power for the electric system, English tramway corporations halted between two opinions, condemning the efficient overhead system for æsthetic reasons and rejecting the conduit system on the score of expense. In the United States the policy approved by a people who are utilitarian before all else is to construct first and improve afterward, and it is probable that the system of overhead wires sometimes adopted has hitherto affrighted the over-sensitive Briton; but now that improvements have been made, it is discovered that there need not be any offence to public taste, or, at most, but very little. Experience at Leeds, Staffordshire, Blackpool and Bristol has proved encouraging. The Belfast Corporation sent a deputation to investigate the electric system in European cities, and after an extensive tour they return to urge the adoption of the overhead system, lauding its utility, and remarking that "any objections from an æsthetic point of view have been reduced to an almost infinitesimal quantity in the best examples." The proposed London tramway consolidation scheme involves electric traction. Birmingham has decided to adopt experimentally the overhead system on a short line; and now the Glasgow Corporation, who not only own but work the tramways, are recommended by their tramway committee to adopt the same system on one of the busy lines. This recommendation is the outcome of a visit of inspection by a deputation to Brussels, Hanover, Hamburg, Berlin, Dresden, Budapesth, Vienna, Milan, Paris and Rouen. They found no one in favor of the cable system, and there was not much to learn in Paris as to city locomotion, that the electric accumulator car and the compressed air systems in the French capital looked cumbrous, that the gas and oil systems of road traction were offensive, and generally that no tramway company desired or proposed any other system of electric traction than the overhead if the municipal authorities would sanction it. Only in Budapesth and in Berlin were æsthetic reasons urged against its complete use. In our long series of articles on electric traction we have given details of all systems; so that it is sufficient to say that the Glasgow deputation favor for their city span wires fixed to the buildings with "ornamental rosettes" as at Hamburg, the proprietors preferring this to poles in front of the building. The deputation are right in the assumption that poles in the centre of the street with double bracket arms form a splendid equipment, the poles serving for electric light and their foundations for refuges.

Bogus \$2 Dominion Bank bills are in circulation in many parts of Ontario. They are dated July, 1887, and numbered 134,001.

HENRY BOKER & CO.'S



Razors, Scissors

and Pocket Cutlery

Are made a Specialty

BOWMAN, KENNEDY & CO., LONDON

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL

and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices: Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER.

THE discount sheets on brass goods arranged by the recently-formed association of manufacturers are now in the hands of the jobbers, but the catalogues to which they apply are not yet ready. The advance which has gone into effect on these goods has checked the demand for the time being. "And there will not be much doing," remarked a jobber, "until the present stocks are worked off."

The agreement between the Manufacturers' and Dealers' Association and the Master Plumbers' Association has not yet been consummated, although everything is progressing favorably toward that end. The absence from Toronto of one of the leading members of the Manufacturers' Association appears to be the principal cause of the non-consummation of the idea.

The Master Plumbers' Association of Toronto met on Wednesday evening at their rooms in the Y.M.C.A. building. Several new members were elected and delegates were appointed to attend the national convention to be held in Montreal on July 2nd and following days. The president, Mr. W. J. Burroughes, Mr. A. Fiddes and Mr. Joseph Wright were the delegates elected.

The wholesale dealers in plumbers' supplies report a gradually increasing trade, but it appears to be altogether on country account, in Toronto the conditions being practically as unsatisfactory as ever.

Range boilers of American make can be obtained in Toronto at a lower price than they could a week or two ago. The cause is price-cutting among the jobbers.

INTERIOR SURFACE OF PIPES.

Smoothness of the interior surface of pipes through which liquid flows is an important consideration. Mr. Fitzgerald, in a paper read recently before the American Society of Engineers, quoted a case of four-eight cast iron pipes, each 1,800 feet in length, which were examined a short time since after having been down since 1878. It was found that their delivery had dwindled to only two-thirds of what it was originally. When the roughness of the interiors had been cleaned off, their original efficiency was restored.

WINNIPEG BUILDING NOTES.

Mr. J. H. Ashdown's large block on Main street is to be improved, the plans for which are in charge of Mr. W. Chesterton. The interior will be remodelled, so that a clear view may be obtained from Main street front through to Albert street. The arrangements will be made on a similar scale to the large departmental stores in the east. Entrance

will be obtained from the two new fronts on Bannatyne avenue. Tenders close on Saturday.

St. John's cathedral is to be improved. A new roof will be placed on the building and a small tower erected in front. The interior is to be greatly enhanced in appearance. W. Chesterton has charge of the plans.

The old frame building back of the Union Bank is being torn down to make room for the handsome new block to be built on the property by Mr. R. R. Taylor.

Excavation work is in progress next to the Clifton house, Main street, in preparation for the building of Mr. James Ryan's new block.

Contractor Wood has commenced the stonework for the new warehouse for Mr. Carruthers on King street, near the market square.—Free Press.

BUSINESS CHANGES.

Thibault & Perrault, plumbers, Montreal, have dissolved.

Henry Auclair and Louis Gladu have registered a partnership in Montreal to carry on business as plumbers under the style of Gladu & Auclair.

VALUE OF ACETYLENE IN COMMERCE.

MR. T. FERGUSON, in a paper read before the National Electric Light Association, New York, discussing the commercial value of acetylene gas as an illuminant, computes the cost of calcium carbide at \$37.69 per ton. These figures are based upon the author's tests made at Spray, N.C., and represent the cost of manufacture to a large gas company operating in New York, Boston or Chicago, with its calcium carbide works at Niagara. Continuing, he says:

"The present average cost of illuminating gas in the holders of the large gas companies approximates 30c. per 1,000 cubic feet, while the cost of acetylene gas in the holder with calcium carbide at \$37.69 per ton would be equivalent, light for light, to illuminating gas at 37.7c. per 1,000 cubic feet, making the cost per candle-power hour of pure acetylene approximately 20 per cent. higher than that of ordinary illuminating gas. If acetylene were mixed with air and distributed the cost would be less. This has been done in an experimental way, using 60 per cent. acetylene and 40 per cent. air, but the advisability of attempting to distribute such a mixture through a system of mains in a city for commercial use is exceedingly questionable, owing to the risk of the mixing being improperly done and the quantity of acetylene falling to such a percentage as to form an explosive mixture."

The use of liquid acetylene put up in cylinders and delivered to individuals for consumption he regards as an entirely impracticable and uncommercial use, as there

are insurmountable objections to be overcome. Liquid acetylene should find a field in the lighting of country estates, railway trains, and for use in carriages, bicycle and locomotive head-lamps, and in isolated places where distribution by mains is not possible.

When acetylene was first brought forward to be used commercially, it was expected that the gas companies might still maintain their existing gas works and use acetylene to enrich their gas and furnish a 25-candle-power flame as formerly, but at a much less cost. Experiments have shown, however, that although coal gas may be enriched by acetylene, water gas is not susceptible to enrichment through it. Water gas, which is furnished in nearly all the large cities, has little illuminating power of its own, is now treated with petroleum, and it is only when enriched to a certain candle-power that acetylene may be mixed with it without loss in candle-power, so that we cannot, as at first supposed, substitute acetylene for petroleum, and use it economically as an enricher of low candle-power water gas.

Speaking of the suggestion that the manufacture of calcium carbide might be carried on by the central station electric lighting companies as a by-product, furnishing the energy necessary for its production during the hours of light load upon the lighting system, and thereby improving the economy of the station operation, Mr. Ferguson calculates that 28 per cent. more candle-power is gained for the same expenditure of money by the use of the incandescent lamp directly as a converter of electrical energy into light as compared with the conversion by means of carbide of calcium and acetylene.

If the case of the arc lamp is taken, it is found to be still more advantageous, 46 times the illumination being obtained for the same money as compared with acetylene gas. Concluding, he says:

"From these deductions and considerations, it may be concluded, in the light of our present knowledge, that acetylene gas should not drive the incandescent and arc lamp from the lighting field, neither should it make such inroads on the electric lighting business as to materially affect the earnings of existing central station companies."

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by The Mica Boiler Covering Co., Ltd., also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties :

SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

55, 57 and 59 Richmond
Street East . . . **Toronto**

CHANGING FROM CREDIT TO CASH.

THE change of a credit business to that of a cash one should be made on a specified date, and not in a gradual manner, remarks a writer in Iron Age.

In a credit business the terms may be, say, 60 or 90 days or four months ; but every one knows that in very many cases these terms cannot be adhered to ; for after a bill becomes due, it may not be practicable or advisable to collect it just then, but in many cases an extension has to be given to the customer ; hence, reducing the time of credit would not necessarily be getting any nearer to a cash basis.

By a cash business we take it to mean that no goods are charged or sent out without first being paid for, or paid for on delivery. As the change is a radical one from credit of any length of time, we think it the wisest plan to announce that at a certain date, say three months hence, the cash system will be adopted and that no goods will be sold on credit under any circumstances. The announcement of this prospective change should be made as general and widespread

as possible, so that it would lead to no misunderstandings. To make this fact known to the public, it might be merely necessary to make a statement in the newspapers, something like this :

"Messrs. Metal & Co., wholesale and retail dealers in hardware, propose on and after May 1 to discontinue selling goods on credit ; and beg to advise their patrons and the public generally of this change."

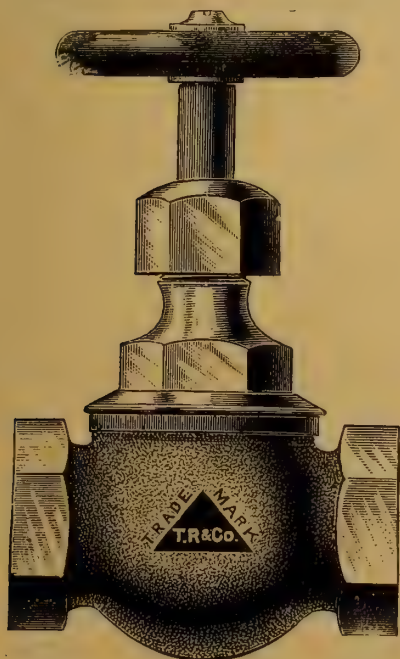
A notice of this character being published in the local press in a well displayed advertisement would be sufficient for calling public attention to the fact.

For more extended information it might be necessary to issue a circular giving reasons and showing that a cash business would be mutually advantageous and profitable to both buyer and seller, as under the new system a general reduction in prices would prevail. These circulars might be placed in every lot of goods going out, and also widely distributed through the mails. The best time to institute this change would be when business is dull, as it would then cause less jar than at any busy time of year.

To provide against a falling off in trade would be to anticipate results in advance, and make due provision. No doubt the idea of paying for goods on delivery would have the effect of driving some customers away. But to those who formerly bought for cash it could have no such effect.

In announcing this change, it would be well to state some specially low price on some staple article or articles by way of an inducement ; and that customers would also get the benefit of a more economical management of the business. To determine whether goods could be sold lower in a cash than credit business, it would only be necessary to consider the following points : Saving of labor and help in bookkeeping, no loss in bad debts, saving in printing, blank books, etc. As a larger proportion of capital would thus be available, by not being locked up in outstanding accounts, a larger and more varied stock could be carried, thus increasing sales and net profit as well.

An "ad." is like a pointer dog : It hunts up the game and brings it to its owner.



T. R. & CO. Metallic Disc High Pressure Steam Metal Globe and Angle Valves

Brass and Iron Body Valves, Stop Cocks, Gauge Cocks, Water Gauges, Water Gauge Columns, Grease Cups, Glass Oilers, Oil Cups, Lubricators, Gong Bells, Steam Whistles, Steam Gauges, Gauge Glasses, Ejectors, Injectors, Inspirators, Brass Fittings, Air Cocks, Air Valves and all kinds of Steam Packing.

"CORBALS BEST BEST" GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

Thomas Robertson & Co. — MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

FALLORE, general storekeeper, of Stoco, is offering to compromise with his creditors at 50c. on the dollar. The liabilities amount to \$6,000.

The Ottawa Brass Foundry, Ottawa, has assigned.

N. L. Frefry, painter, Yarmouth, N.S., has assigned.

Delphis Rheault, general merchant, Quebec, has assigned.

N. Batchelder, general merchant, Stanbridge East, has assigned.

Parson & Smith, wholesale crockery dealers, Ottawa, have assigned to Peter Larmonth.

A receiver has been appointed in the estate of Holmes, Moore & Courtright, general merchants, Inwood.

John McArthur, agricultural implement agent, etc., Renfrew, is offering to compromise at 50c. on the dollar.

L. W. Ferguson, general merchant, Green Bay, Ont., has assigned to R. Tew, Toronto. Neill & Small, general merchants, of Kincardine, have also assigned to R. Tew.

D. Daniels, general storekeeper, of Bracebridge and Burk's Falls, has assigned to Henry Barber & Co. The estate is estimated to be worth \$8,500, of which \$6,000 is in the Bracebridge store, and \$2,000 in Burk's Falls. The liabilities are nominally the same.

PARTNERSHIPS FORMED AND DISSOLVED.

Kalte & Poole, founders, Port Elgin, have dissolved. John Kalte continues.

The B. C. Broom and Brush Works, Victoria, have dissolved. Andrew Wood continues.

W. Bateman & Co., machinists, etc., Montreal, have dissolved, and W. J. Weames has been registered proprietor.

Isabella Learmonth and Robert Learmonth have registered a partnership to carry on business as founders in Quebec, under the style of A. Learmonth & Co.

CHANGES.

R. K. Goodfellow, blacksmith, Omemee, has sold out to W. Dornan.

Armstrong & Petit is the name of a new hardware firm in Montreal.

Michael White has started a blacksmithing business in Westport, Ont.

John Shannon, blacksmith, Campbellford, has sold out to John Hamilton.

W. L. Penington, blacksmith, Goderich, has sold out to Harry Thomson.

Poldon & Co., blacksmiths, Norwich, have been succeeded by G. W. Poldon.

C. Lapointe, tinsmith, Quebec, is giving up business, and Joseph Paulin is opening up in the same line of trade in the same place.

Elmire Bissette has registered proprietress of the general store of F. Guillette & Co.

Cote, Boivin & Co. is the style of a new firm that has started a general store in Chicoutimi, Que.

G. Lorenz, general merchant, Hanover and Alsfeldt, has closed his store at the latter place and started a branch at Neustadt.

SALES MADE AND PENDING.

The assets of Phillip Johnson, general merchant, Lake Megantic, Que., have been sold out.

The machinery and unmanufactured stock of the Safety Barb Wire Co. have been purchased by the Ontario Lead and Barb Wire Co.

The property of John Burns & Sons, carriage manufacturers, Toronto, is advertised for sale by auction on June 6th under mortgage.

FIRES.

J. Mundell & Co., furniture manufacturers, Elora, have been burned out.

H. W. Edwards, carriage maker, Coaticook, Que., has been burned out.

BUSINESS PAPER CIRCULATION.

By NATHL. C. FOWLER.

FEW trade papers have large circulation. There is little reason why they should. A trade paper cannot have a circulation larger than the number of stores, offices, or factories representing the business.

A few trade papers have circulations exceeding 10,000.

Most trade papers do not print over 5,000.

Some trade papers print less than 2,000.

The reading circulation of a trade paper is from twice to ten times as much as the reading circulation of any other class of advertising medium.

The good trade paper is read by from one to fifty people.

The trade paper is only read by those directly interested in the business.

There is no waste to trade paper circulation.

Every copy goes into the store, office or factory of a probable buyer.

The reader of a general magazine or paper may be only a possible buyer, but every reader of a trade paper must be directly interested in the goods of his trade, or he would not be in that trade.

Trade paper circulation is limited to probable buyers.

The circulation of all other mediums is limited to possible buyers.

The advertising columns of a good trade paper contain as interesting matter as the reading pages.

A trade paper is a mirror of its trade, a sort of reflecting hopper into which is poured suggestions, ideas and fact.

The advertising columns of the trade paper are not directories, are not diction-

CO-OPERATIVE FREIGHTS

For importers of small shipments. **HOW?**

Write us for particulars

BLAIKLOCK BROTHERS, MONTREAL

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent." Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

CHARLES H. RICHES

Solicitor of

PATENTS

Canada Life Bldg., King St. W., Toronto

Patents and trade marks procured in Canada and foreign countries. Handbook relating to patents free on application.

BEATTY, BLACKSTOCK, NESBITT, CHADWICK & RIDDELL

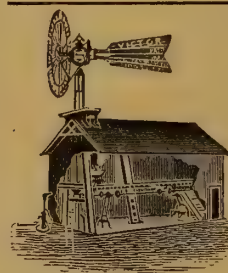
BARRISTERS, SOLICITORS, NOTARIES, ETC.

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO,

ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.

**WIND.. MILLS**

House and all other kinds of Pumps, Pump Cylinders for deep bored wells.

Manufactured by

THE NATIONAL PUMP WORKS

Send for prices. Montreal

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

THE BEST FARM AND GARDEN WHEEL-BARROWS

At Right Price

J. H. Connor

Manufacturer

OTTAWA

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros. 327 St. James St.,
Genuine White Lead MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—Owen Sound Portland Cement Co.
Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

GARDEN HOSE

Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent
298 St. James Street MONTREAL



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.

**WANT ADVERTISEMENTS**

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

NORTHERN ASSURANCE COMPANY

Established 1836. OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

aries, but they are encyclopedias of saleable goods and profitable things.

All trade paper readers are not successful, but no successful man is without his trade paper.

The daily paper may be skipped. The magazines may be thrown away, but the business man of brains, sense and profit, reads his trade paper, and turns it over to his partners, his clerks and his workmen.

The trade paper circulates into the inside of the business pocket-book.

It is studied from cover to cover, and read and re-read, for every business man knows that a single paragraph, or a single advertisement, may give him information absolutely necessary in the conduct of his business.

The circulation of a thousand copies, among a thousand actual and constant buyers, will sell more goods, or will assist in the sale of more goods, than will five times the circulation of a general medium.

Trade paper advertising does not take the place of general advertising, nor does general advertising take the place of trade paper advertising. They are different lines, but not opposed to each other.

The maker or seller of something must have a line of trade customers, and these customers are as much interested in his trade paper as he is himself.

Circulation counts, even with trade papers, but the circulation of a trade paper cannot be compared with that of one of general circulation, and its value for advertising, inch for inch, is from ten to twenty times greater, because it goes just where you want it to go, simply because it cannot go anywhere else.

A daily paper or magazine reader buys to supply his own personal wants. The reader of a trade paper buys to supply hundreds or thousands of customers.

SKILLED LABOR IN ENGLAND.

In reviewing the market for skilled labor The British Board of Trade Journal says: "During April the general state of employment continued to improve, and at its close the proportion of unemployed in trade unions making returns was lower than at any time since June, 1891. In the 109 trade unions, with an aggregate membership of 416,741 making returns, 13,480 (or 3.2 per cent.) are reported as unemployed at the end of April, compared with 3.5 per cent. in March, and with 6.5 per cent. in the 84 unions, with a membership of 386,627, from which returns were received for April, 1895."

A QUESTION OF SAWS.

Having recently had two opportunities of watching carpenters at work, I made some enquiries about their tools, and particularly the saws. In one instance the man was using a Disston saw, because he thought it was stiffer than the English ones, and in the other case the carpenter used an American saw—a one-man cross-cut—because it "would do more work." Pursuing my enquiries, I found both these men had been in the colonies and had there got used to the American saws. Does not this give a hint to my friends at Sheffield?—Vulcan in Iron-monger.

1875.

COVERT'S

1896.

Patented

**VICTOR**

This is the leading **WAGON JACK** in America to-day. No others compare in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.



We have put in new machinery by which we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever before. Only best steel used. Write for fuller particulars.

FWLER & RANKINE,
St. John, N.B.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, May 29, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb. ingots, per lb. 0 17 0 17½
Straits 0 17 0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley. Per box.
I.C., usual sizes \$5 25
I.X. " 6 50
I.X.X. " 7 75

J. R. & Co.—

I.C. 5 25
I.X. 6 50
I.X.X. 7 70

Raven & P. D. Grades—

I.C., usual sizes 3 75 4 00
I.X. " 4 75 5 00
I.X.X. " 5 75 6 00
I.X.X.X. " 6 75 7 00

D.C., 12½x17 3 50 3 75
D.X. 4 50 4 75
D.X.X. 5 75 6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 2 90 3
I.C., special sizes 3 15 3

Charcoal Plates—Terne.

Dean or J. G. Grade—
I.C., 20x28, 112 sheets 6 00 6 25
I.X., Terne Tin 8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade. Per lb.
X.X., 14x56, 50 sheet bxs 0 06 0 06½
" 14x60, " 0 06 0 06½
" 14x65, " 0 06 0 06½

Tinned Sheets.
72x30 up to 24 gauge 0 06 0 06
" 26 " 0 07 0 07½
" 28 " 0 07½ 0 07½

Allandale, I.C. 2 90 3 00
I.X. 3 65 3 75

Iron and Steel.

Common Bar, per 100 lbs. Base Price,
Refined 2 35 2 65
Horse Shoe " 2 60 2 75
Band " 2 30 2 30
Hoop " 2 30 2 30
Swedish " 4 00 4 25
Sleigh Shoe Steel " 2 50 2 50
Tire Steel 3 00 3 25
Machinery 2 75 3 00
Cast Steel, per lb 0 10 0 14
Russian Sheet, per lb 0 10½ 0 11
Tank Plates, 1-5 and thicker. 2 00 2 25
Boiler Rivets 4 50 5 00

Boiler Tubes.

2-inch 0 10½
3-inch 0 13½

Steel Boiler Plate.

¼ inch 2 45
½ " 2 35
¾ " 2 35
and thicker 2 25

Sheet Iron.

18 to 20 gauge 2 40 2 50
22 to 24 " 2 25 2 35
26 " 2 35 2 45
28 " 2 50 2 65

Canada Plates.

All dull 2 40
Half polished 2 50
All bright 3 00

Iron Pipe.

Wrought, ¼, ⅜, ½, ¾, 1, 1½, 2, 3, 4 and 5 in. 70 p.c.
1½ to 2 in. 70 and 5 p.c.
Galvanized, 50 p.c.
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.
16 gauge 4 35
17 to 20 gauge 3 70
22 to 24 " 3 85
26 " 4 10
28 " 4 25

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs 6 00
" ¼ " " 4 75
" 5-16 " " 4 00
" ¾ " " 3 75
" 1 " " 3 25
" 1½ " " 2 95
" 2 " " 2 85
" 2½ " " 2 75
" 3 " " 2 75

Trace, per doz. pairs 3 60
German coil, per 100 ft. 1 65 2 70

Jack chain, iron, single, per doz. yards 0 13 0 50

Jack chain, double, per doz. yards 0 15

Jack chain, brass, single, per doz. yards 0 20 10

Copper.

Ingot.

English B. S., ton lots 0 11½ 0 12
Lake Superior 0 11½ 0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. 0 20 0 22
" round and square 1 to 2 inches. 0 18 0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60 0 14½ 0 16

Untinned, 14 oz., and light, 16 oz., irregular sizes 0 15 0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60 0 26 0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb. 0 16 0 17
" 35 to 45 " 0 15 0 15½
" 50 lb. and above, " 0 14½ 0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb 0 21
Spun, per lb 0 25

Wire.

Pure, in coils—
From 1 to 20 gauge 0 23 0 26
From 20 gauge up 0 26 0 28

Brass.

Roll & Sheet, 14 to 26 gauge. 0 20 0 22
" 27 to 30 " 0 21 0 23
" 30 and up 23 0 26
Sheets, hard-rolled, 2x4 ft. 0 21 0 23

Zinc Spelter.

Foreign, per lb 0 04½ 0 04½
Domestic " 0 03¾ 0 04

Zinc Sheet.

5 cwt. casks 0 04¾
Part casks 0 05

Lead.

Imported Pig, per lb 0 03¾ 0 03¾
Domestic, per lb 0 03
Bar, 1 lb. 0 04½
Sheets, 2½ lbs. sq. ft., by roll. 0 04½ 0 04½

Sheets, 3 to 6 lbs., per sq. ft., by roll. 0 04½ 0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe
Bar half-and-half 0 12½ 0 13
Standard 0 11½ 0 12
Wire 0 17 0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb 0 10 0 00
Other makes, per lb. 0 09 0 00

Anti-Friction Metal.

Per lb.
"Beaver" brand \$0 20

White Lead.

Per cwt.
Pure, Assoc. guarantee, ground in oil, 25 lb. irons \$4 75 5 00

No. 1 do 4 50
No. 2 do 4 25
No. 3 do 4 00

Brandam Bros'. Genuine 6 00
Decorative 5 75
No. 1 5 10

(f.o.b. Halifax, St. John, Montreal, Toronto)
James' genuine 5 75
No. 5 25

Prepared Paints.

(In ¼, ½ and 1 gallon tins.)
Pure, per gallon 1 00 1 25

Second qualities, per gallon. 0 90
Barn (in bbls.) 0 70 0 90
Sherwin-Williams 1 20

Colors in Oil.

(25 lb. tins, Standard Quality.)
Venetian Red, per lb 0 07

Chrome Yellow 0 11
Golden Ochre 0 06

French 0 05
Marine Black 0 09

Green 0 09
Chrome 0 08
French Imperial Green 0 19

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt 1 35 1 40

Yellow Ochre (J.F.L.S.), bbls. per cwt 2 75

Yellow Ochre (Royal), per cwt 1 10 1 15

Venetian Red (best), per cwt. 1 80 1 90

English Oxides, per cwt. 3 00 3 25

American Oxides, per cwt. 1 75 1 90

Canadian Oxides, per cwt. 1 75 1 90

Paris Green, per lb 0 09
" 100 lb. drums 0 10
Burnt Sienna, pure, per lb. 0 10
do. aw 0 09
Drop Black, pure 0 18
Chrome Yellows, pure 0 13
Chrome Greens, pure, per lb. 0 12
Golden Ochre 0 03¾

Varnishes.

(In bbls.)

No. 1 Furniture, per gal 0 69
Extra " 0 90

Brown Japan " 0 65
Brown Japan, Turpentine, p.g. 0 85

No. 1 Carriage, per gal 1 30
Gold Size Japan, " 1 00 1 20

Pure Orange Shellac 2 10 2 15
Hard Oil Finish 1 30
Oil Shellac 1 40

White Shellac 2 40

Linseed Oil.

Raw, per gal 0 54 0 55
Boiled, per gal 0 57 0 58

Freight allowed. Price 2c. less Toronto

Turpentine.

5 to 9 barrels 0 42
1 to 4 " 0 43

Freight allowed. Price 3c. less Toronto

Castor Oil.

In cases, per lb 0 06½
Small lots 0 06¾ 0 07

Cod Oil.

Cod Oil, per gal. 0 50 0 51

Glue.

(In bbls.)
Common 0 07¾ 0 08
French Medal 0 10 0 10½

Cabinet, sheet 0 11 0 12
White, extra 0 16 0 18

Gelatine 0 20 0 30
Strip 0 16 0 18
Coopers 0 19 0 20

Al clear 0 09

Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.

HARDWARE.

Ammunition.

Cartridges.
B. B. Caps, Dom., 50 and 5 per cent.

Rim Fire Pistol, dis. 45 p. c., Amer.

Rim Fire Cartridges, Dom., 50 and 5 p. c.

Rim Fire, Military, net list, Amer.

Central Fire Pistol and Rifle, 18 per cent. Amer.

Central Fire Cartridges, pistol sizes, Dom 30 per cent.

Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.

Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.

Shot.
Canadian, common, 17½ per cent.

Brass Shot Shells, 55 and 10 per cent.

Primers, Dom., 30 per cent.

Wads.—Baldwin's per lb

Best thick white felt wadding, in ½ lb. bags 1 00

Best thick brown or grey felt wads, in ½ lb. bags 0 70

Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 99

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.		
Brass, 65 to 68½ per cent.		
Nickel, 50 and 10 to 60 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		
Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		
Farm.		
American, each	00	5 00
House.		
American, per lb	0 35	0 40

Bellows.

Hand, per doz.	3 35	4 75
Moulders, per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb	0 11	0 15
---------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 65 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each	5 00	7 50
Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 8,	6 00	
Henis, No. 9, "	7 00	
Queen City "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.		
Wrought Brass, dis., 75 and 10 per cent.		
Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star, "	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearns, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.		
doz	90	1 75

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 60 to 60 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

Double Diamond	Per 100 ft.	Per 50 ft.
14 to 25	4 45	2 25
26 to 40	4 35	2 20
41 to 60	4 25	2 15
61 to 80	4 15	2 10
81 to 100	4 05	2 05
101 to 120	3 95	2 00
121 to 140	3 85	1 95
141 to 160	3 75	1 90
161 to 180	3 65	1 85
181 to 200	3 55	1 80
201 to 220	3 45	1 75
221 to 240	3 35	1 70
241 to 260	3 25	1 65
261 to 280	3 15	1 60
281 to 300	3 05	1 55
301 to 320	2 95	1 50
321 to 340	2 85	1 45
341 to 360	2 75	1 40
361 to 380	2 65	1 35
381 to 400	2 55	1 30
401 to 420	2 45	1 25
421 to 440	2 35	1 20
441 to 460	2 25	1 15
461 to 480	2 15	1 10
481 to 500	2 05	1 05
501 to 520	1 95	1 00
521 to 540	1 85	0 95
541 to 560	1 75	0 90
561 to 580	1 65	0 85
581 to 600	1 55	0 80
601 to 620	1 45	0 75
621 to 640	1 35	0 70
641 to 660	1 25	0 65
661 to 680	1 15	0 60
681 to 700	1 05	0 55
701 to 720	0 95	0 50
721 to 740	0 85	0 45
741 to 760	0 75	0 40
761 to 780	0 65	0 35
781 to 800	0 55	0 30
801 to 820	0 45	0 25
821 to 840	0 35	0 20
841 to 860	0 25	0 15
861 to 880	0 15	0 10
881 to 900	0 05	0 05

Window.	Box Price	Per 100 ft.	Per 50 ft.
1st break	2 70	1 35	0 68
2nd "	2 90	1 45	0 73
3rd "	3 10	1 55	0 78
4th "	3 30	1 65	0 83
5th "	3 50	1 75	0 88
6th "	3 70	1 85	0 93
7th "	3 90	1 95	0 98

Pilkington.	Per doz.	Per doz.
1st break	2 70	1 35
2nd "	2 90	1 45
3rd "	3 10	1 55
4th "	3 30	1 65
5th "	3 50	1 75
6th "	3 70	1 85
7th "	3 90	1 95

</

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmith's, per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 75
 40 dy. 2 80
 30 dy. 2 85
 20, 16, and 12 dy. 2 90
 10 dy. 3 00
 8 and 9 dy. 3 00
 6 and 7 dy. 3 15
 2. American pattern only—
 From 4 to 5 dy. 3 35
 3 dy (lath) 3 75
 3. Canada pattern only—
 From 4 to 5 dy. 3 25
 3 dy (lath) 3 65
 3 dy, A.P. fine. 4 35
 Car lots 100 less. Rebate of 5 per cent. to retailers.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.
 Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kg or more
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 13 0 00
 American w. w. " 0 00 0 21
 Pratt's Astial. " 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 " Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors', " 9 00 15 00
 Tinnners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Bokers', " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron " dis. 55 and 10 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron or steel, 50 and 10 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7½	00 9½
Cotton	15 17	00 13
Russia Deep Sea	15 17	00 13
Jute	6½	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 " N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempshell's, dis. 40, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Diston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Diston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. " 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
 " R. H., " dis. 75 p.c.
 " F. H., brass, dis. 77½ p.c.
 " R. H., " dis. 72½ p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappaned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappaned, 80 p.c.
 " N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 " jappaned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme " 3 00 5 00
 Lock, Andrews' " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
 Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 00 00
 Polish " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 to 65 and 10.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	½ gross.	doz.
Scientific Stove Pipe			
Varnish	9 00	2 50	90
Scientific Stove Paste			
(5 lb pails) 60c. each.			6 00
Scientific Furniture	12 00		1 25
Scientific Carriage Top			2 00
Dressing, ½ pints.			2 00
Scientific Carriage Top			3 50
Dressing, pints.			1 50
Scientific Enamel Paints	7 50	2 00	75
Scientific Stove Enamel			

STONE.

Washita, per lb. 0 28 0 50
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador, " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey " 0 00 0 50
 Arkansas " 0 00 1 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½
 Trunk tacks, " 66½
 " tinned " 66½
 B.B.B. iron carpet, blue, " 66½
 " tinned " 66½
 B.B.B. iron carpet, bright or blued (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk) 50
 " (in dozens, 1 to 6 oz.) 45
 " (in dozens, 8 to 24 oz.) 40
 " " tinner. " 40
 Swedes, cut tacks, genuine, blued and tinned. 52½
 Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66½
 Swedes, carpet, gum, lace, brush, blued and tinned. 35
 Zinc tacks. 40
 Copper tacks and nails 60
 Leather carpet tacks 30
 Trunk nails, black and tinned 65
 Clout nails 66½
 Cigar box nails 45
 Lining nails in papers. 10
 " in bulk 15
 " " solid heads, in bulk 42½
 " " in bulk 10
 Saddle nails in papers. 15
 Tinned capped trunk nails 15
 Double pointed tacks, discount 90 to 90 and 12½ p.c. 15

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather 5 50 9 75
 Chesterman's, each 0 30 2 85
 " steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
 Jappaned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brads " 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each 2 00 4 50
 Coach, each. 6 00 7 00
 Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c.
 f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05½ 0 06
 Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 3 00
 Galvanized, 4 barb, 4 and 6 inches apart 3 00
 Galvanized, plain twist, all delv'd. 3 00
 Plain twist. 3 00
 Steel Strand, 60 days, or 2 per cent. in 30 days
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32½ to 35 per cent.
 Diamond, dis. 33½ to 35 per cent.
 Towlers Engineer, each. 2 00 3 00
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 6 00
 Burrell's Pipe, each 3 40
 Pocket, per doz. 1 25</

THE . . .

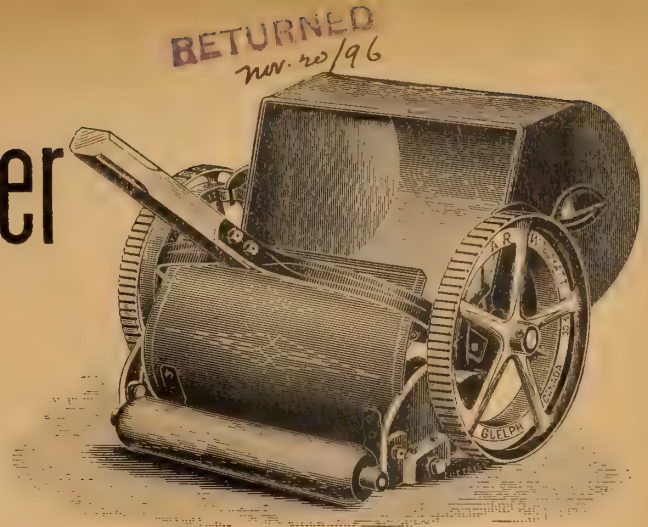
Woodyatt Lawn Mower

WITH GRASS BOX

Every Mower Warranted . .

Made from Best Quality of Material

Sold by all the Wholesale Trade



Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS
DROP FORGINGS
RIVET IRON
SET SCREWS

STAY BOLT IRON
CARRIAGE IRON
AXE IRON
AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph

Hardware Paper . . . Made for Hard Wear

MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING . . .

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

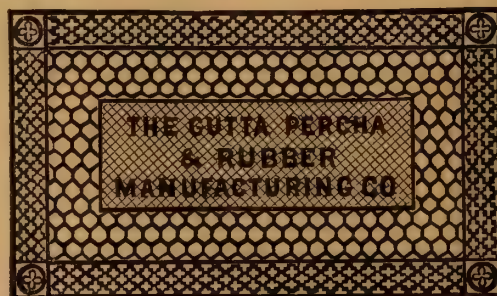
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.



THE "PEERLESS"

Will cover a surface of 48 feet in diameter.

This is the Time

of the year to stock up with

LAWN SPRINKLERS

We have a line that sell like hot-cakes, because they are **cheap, simple and durable**. On account of the large demand, we have made a specialty of these articles, and have lowered the price to you.

Just Think ! A good Lawn Sprinkler for a shilling !!!

WHO WOULD BE WITHOUT ONE ?

Have you an Illustrated Show Card ?
If not, ask for one at once.

THE
James Robertson Co.

Manufacturers

LIMITED

TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JUNE 6, 1896

No. 23



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York

TIN PLATE

"Trym" Best. Well Coated Steel Coke Plate.

"Allaways" Best Charcoal. Well known for its good quality and color.

"Dominion Crown" Best and Best Best.
Superior qualities in coating and working properties.

Consumers will make no mistake in buying any of the above brands

Largest Manufacturers under the British Flag

Chameleon-like, the nineteenth century is dying in a glorified ecstasy of inventions, with none greater than the

"Safford" Patent Radiators

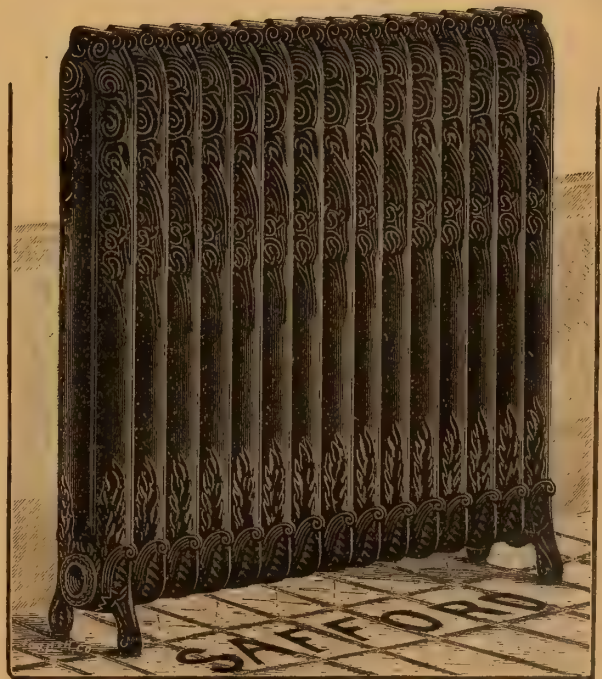
For Hot Water and Steam they are the apotheosis of all that is perfection in heating goods.

THE WORLD'S BEST

MADE ONLY BY

The

TORONTO RADIATOR MFG. CO., Limited
.. Toronto, Ont.



HEADQUARTERS FOR ..

**F
I
S
H
I
N
G**

Rods
Lines
Hooks



Martini ..
Marlin ..
Winchester

**R
I
F
L
E
S**

ENGLISH AND AMERICAN GUNS OF BEST QUALITY

We carry a full assortment of Revolvers, including Smith & Wesson and the best makes, in all sizes.

RICE LEWIS & SON, Ltd. Cor. King and Victoria Sts. **Toronto**

A Complete Lavatory

The cut shown illustrates our **Patent**

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath and Metal Co. Ltd.

125 and 127 Queen St. East, **TORONTO**



Diamond Enameled Ware
Granite Steel Enameled Ware

THE BRANDS THAT SELL
AND GIVE YOUR
CUSTOMERS SATISFACTION

Our steadily increasing sales attest the popularity
of these goods.

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JUNE 6, 1896

No. 23

J. B. MacLEAN,
President.

HUGH C. MacLEAN,
Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

TRADE SITUATION IN GREAT BRITAIN.

IT is refreshing these days to glance over the British iron and steel exchanges and trade reports. With few exceptions, we are told of gratifying trade development and satisfactory state of the labor market.

In the iron market prices are firm and a large business is being done. Orders for finished iron are coming forward, we are told, in satisfactory numbers, and prices are being well maintained, especially in common bars, which show a firmer tendency. Galvanized iron is brisk and the outlook cheerful. Steel producers in all the leading centres appear to be well employed. In spite of the somewhat gloomy outlook there is for the tin-plate market, on account of the loss of a great deal of the London market, prices are being firmly maintained. The current production, however, is still more than sufficient to meet the demand. What little business there is in tin plates has been in the oil sizes. The engineering trades are, as a rule, exceedingly busy.

With the employers busy, it is natural to expect a correspondingly favorable showing in regard to the employes, and a glance at the report of the Labor Department of the Board of Trade does not disappoint one. "During April," says the report in question, "the general state of employment continued to improve, and at its close the proportion

of unemployed in trade unions making returns was lower than at any time since June, 1891." Out of a total membership of 416,741 in the 109 trade unions which reported, only 3.2 per cent. were out of employment, compared with 3.5 in March and 6.5 in April, 1895. In the pig iron industry the 107 ironmasters who reported had 343 furnaces in blast at the end of April, compared with 339 in March and 301 in April, 1895. The number of working people employed at these furnaces increased by 72 compared with March and by 1,697 compared with a year ago. At the puddling furnaces and rolling mills, however, the increase in the number of people employed was only 22 compared with a year ago. The most unsatisfactory report of all is in regard to the tin plate industry. At the 89 works included in the report, 288 mills were working at the end of April, as compared with 286 at the end of March, while only 42 of the 89 were given full employment. The shipbuilding trades are well employed and the unemployed in the trade at the end of April were only 7.4, compared with 12.1 a year ago.

The locomotive industry is experiencing a good deal of activity, especially in the west of Scotland.

The improvement in the iron and steel trades of Great Britain has been gradual but steady, and they are to-day in a much healthier condition than similar trades in most other countries.

"BANNER" BINDER TWINE.

Dick, Ridout & Co. are meeting with such good encouragement this season for their "Banner" brand of binder twine that they have dropped all other brands. The increased price of sisal and manilla is causing merchants to look with a considerable amount of favor on such brands as the above, which are not in the combine. If the hard fibres continue to advance, the merchants who are handling the "Banner" twine should be in a position to do a large business.

TURPENTINE LOWER IN MONTREAL

THE decline in turpentine intimated as probable last week has materialized, and prices are now 1c. lower than they were last week. This is a decline of over 3c. inside of a month, and, according to Southern advices, prices are apt to go still lower if the demand does not expand in ratio with the increase in the supply.

The output is much larger than it has been for some time, while, on the other hand, the demand is not as active as it was at the corresponding period last year.

Round lots were offered laid down in Montreal this week under 40c.; and a jobber has no difficulty in buying all he wants at that price if he cares to pay it. Naturally, however, with the unsettled disposition of the primary market, and lower offers, he is indifferent about doing so.

DEMAND FOR LADIES' BICYCLES.

One of the features of the "bicycle craze" this season is the extraordinary demand that is being experienced for ladies' wheels.

Wholesale dealers who last year could not induce their travelers to carry samples of ladies' wheels are now unable to supply the demand. And the enquiry comes from the country as well as the city. In fact, some dealers assure **HARDWARE AND METAL**, the demand is relatively greater on country than on city account.

The "bicycle craze" has struck Winnipeg this season with vigor, and it is estimated that three or four thousand wheels have gone in there this year already.

All the factories and dealers in Toronto are as busy as they can be, and most of them are behind with their orders, some of them considerably behind.

THE PRICE OF SPELTER.

In **HARDWARE AND METAL** of last week an error crept into an item in regard to spelter. It was stated that the American market was firmer, but that the English market refused to respond. It should have been the exact reverse, viz., that the English

market was firm, but that the American was slow to respond.

Private advices from Great Britain this week state that the price of spelter touched the highest point in years recently in Great Britain. Spot markets, however, show no change, owing to the comparative easiness in the United States and the fact that stocks in some holders' hands in Canada are considerable, which makes them reluctant to ask an advance in price.

AN ASSOCIATION DISSOLVES.

The association on pressed and railway spikes has dissolved. The dissolution has taken place within the last few days.

The cause is not, **HARDWARE AND METAL** understands, due to any internal dissention. The trouble is American competition, quantities of pressed and railway spikes from there having come upon the Canadian market lately. The object of the dissolution of the association is to allow the three or four members thereof a free hand to meet the figures quoted by representatives of American concerns.

Members of the jobbing trade who have expressed an opinion regarding the matter consider that steps to meet American competition should have been taken sooner.

SHARP ADVANCE IN POWDERS.

MANUFACTURERS of powder in Canada, and jobbers who sell powder, are not likely to experience, for some time at least, the sharp competition of American powders that they have in the past.

Competition among the manufacturers on the other side of the line has been keen for some time, the result of which was low prices and the consequent ability to enter the Canadian market, much to the concern of the home manufacturers.

Within the last week or so an agreement has been arrived at between the makers of sporting powders whereby cutting is to be discontinued and a better range of prices inaugurated.

It is understood that the price of sporting powders west of the New England States will be equal to that obtaining for Canadian powders. This it is claimed will preclude the possibility of Canadians purchasing sporting powders in Buffalo, Cleveland, Detroit and Chicago, as they have lately been able to do.

The advance is equal to \$1.50 to \$1.75 per keg on sporting powders, and from correspondence which **HARDWARE AND METAL** has seen, those on the other side who have heretofore been sending these powders into Canada declare they will no longer be able to do so.

Blasting powders have also been advanced in the United States, an agreement having

also been reached regarding them. Blasting powder has been sent into the Toronto market from the United States as low as sixty cents per keg, while the keg alone is worth about twenty cents.

It may be interesting in this connection to give the figures relating to the chief imports of powder in pounds into Canada from the United States during the last two years :

	1895	1894
Sporting powder.....	90,170	44,962
Blasting powder.....	58,178	42,400
Giant powder and other explosives.....	54,652	18,900

This means an increase of over 100 per cent. in sporting powders, 38 per cent. in blasting powders and 200 per cent. in giant powder.

THE TWO-CENT POSTAL RATE.

THE agitation for a one-cent postal delivery in cities is growing. The various boards of trade throughout the country are gradually enlisting themselves in the cause, and it is but a matter of time before the desideratum will be secured.

The demand for the reduction of the rate to one cent per ounce is not an unreasonable one. It is perfectly reasonable. The postal authorities themselves do not deny that such letters can be profitably delivered at one cent. They base their argument in rebuttal on the statement that they cannot afford to reduce the present rate because it helps to lighten the deficit created by the postal service outside the cities.

When a wholesale merchant discovers that his country trade is not paying as well as he would like he does not cripple his city business in order to make up for the loss entailed. On the contrary, he will rather try what can be accomplished by economy.

The Postal Department chooses to follow an opposite course. It adopts a principle which cripples one part of the postal service without in any way facilitating the other. And not only cripples this service, but handicaps the mercantile men of the cities by increasing the expenses of their mailing department by 100 per cent.

The trouble is that the Post Office Department, like all other business departments of the Governmental system, is almost continually in the hands of men who are mediocres of one of the professions, and not practical business men.

If the Department would remove the sinicures from office, curtail the franking system by about 75 per cent., and cut off the fake publications that have the free use of the mails, there would be no excuse for continuing the present rate of two-cent on "drop" letters.

It is economy, not the imposition of unnecessary burdens upon the mercantile community that will place the Post Office Department in a healthier condition financially. If there are private individuals who are only too willing to deliver local letters at one cent each, surely the Post Office Department, with all its facilities, can afford to do so.

CANADA IGNORED.

FOR some months an agitation has been on foot in the United States having for its object the inauguration of a reciprocity policy similar to that abrogated by the Wilson tariff. In pursuance of this circulars were addressed to manufacturers representing the various industries of the country. And last week the instigators of this investigation, the Republican members of the House Ways and Means Committee, laid the report which they had drawn up before their Democratic colleagues on the committee.

The report in question is an extensive one. It deals exhaustively with the trade relations with Germany, Cuba, Brazil and the South American Latin States generally, and shows that since the abrogation of the treaty clauses of the McKinley law the relationship of the United States with these countries has not been satisfactory commercially, and in some instances fraternally as well. But not a word does there appear to be in regard to the question of reciprocity with their nearest neighbor—the Dominion of Canada. This is significant.

The ignoring of Canada cannot be because her trade is not worthy of being courted, for Canada ranks third in the list of that country's customers. The goods bought by Canada from the United States last year for home consumption aggregated \$54,634,521, the largest, with one exception, on record. The United Kingdom, of course, is Uncle Sam's best customer by two or three hundred millions of dollars. Then comes Germany with \$92,053,958 worth to her credit. France ranks fourth with nearly seven millions less than the Dominion.

The trade of none of the countries to the south, with which the United States is at present so desirous of renewing reciprocal relations, is anything in comparison with that of Canada. Brazil, the best of them, only takes about \$15,000,000 worth of United States products annually, and the Spanish West Indies and Mexico about the same. The purchases of the best of the South American countries and West India Islands do not come within more than one-third of those of Brazil, Spanish West Indies and Mexico. Some of them, in fact, take very little more than half a million dollars' worth.

Neither is the fact that Canada has been ignored in the report in question due to passiveness on the part of this country. Canada is desirous of extending its trade with the United States, just as it is with other countries. At present it is growing on the one side: We are buying more from the United States annually, but selling less. Indeed, our exports to the United States were nearly a million and a quarter dollars less in value than they were twenty years ago.

The kernel of the whole matter is that Canada does not appear to be able to get a

reciprocity treaty with the United States, and at the same time preserve her national honor. First, there is demanded discrimination against the Mother Land, and that, whether we are inclined to do so or not, is something which the Home Office has intimated no colony or dependency shall be permitted to do. But at any rate we are not at all inclined to secure a treaty on any such terms.

While Canada desires closer trade relations with the United States, and would probably get along better with than without them, yet we shall not die if we do not have them. We shall go on growing just the same. Perhaps not so fast, but we shall grow, if we so choose, and if we send to Parliament the right kind of common-sense business material.

SLAUGHTERING BUILDING PAPER PRICES.

DEMORALIZATION has once again struck the price of building paper on the Toronto market. The cause is the old one: cutting prices among the manufacturers and jobbers.

It is only a short time since an agreement was patched up, but it appears to have all gone to the winds.

HARDWARE AND METAL saw two post cards from one Toronto concern, one of which quoted dry paper at 32c., and the other 34c. on 25-roll lots and over.

A great deal of discontent is being expressed at the turn affairs have taken, and there appears to be a general desire that the cut-throat practice shall cease and better prices again rule.

As the conditions are to-day, they are anything but satisfactory to anybody, for when manufacturers begin to slaughter prices all who handle the article affected take a hand in the fray.

LOW OFFERS OF U.S. PIG IRON IN TORONTO.

There have been some very low offers made on the Toronto market during the past week. The representative of one furnace, who was in "Queen City," offered No. 2 Southern soft, in from two to five hundred-ton lots, at \$15.40 spot cash, freight and duty paid. This is something like two dollars per ton below the price of the domestic article, and about as low as could be obtained during the demoralized period of 1894.

The weakness of the pig iron market in the United States at the moment is largely due to over-production in Southern soft irons, some of the furnaces, it is understood, carrying large stocks. This naturally tends to keep prices down on all kinds of pig iron.

Although such low offers have been made on the Toronto market we hear of no transactions, founders' stocks being ample for present requirements.

DROPS FROM THE EDITOR'S PEN.

Trust not in luck: Trust your brains.

Genius is sometimes a curse; common sense, never.

The novelty in advertising should not be the nonentity.

Attend to your books or your creditors will attend to you.

Consistency in advertising brings continuity in trade.

Politics and business, like oil and water, do not mix well.

The liberal advertiser is, as a rule, the judicious advertiser.

The deceitful merchant becomes in time the decimated merchant.

An over-stocked store, like an over-fed stomach, induces congestion.

Close and careful buying does not mean penurious and skinflint buying.

Money makes the mare go, but, after all, it is brains that makes business go.

Idleness has killed more people than hard work has ever decimated by disease.

It is not always the politician who has the glibest tongue that has the most common sense.

When efforts to secure a customer have been rewarded efforts to keep him should be begun.

When a merchant has to "pay the piper," it is not always music that he gets in return thereof.

He is a wise merchant who takes more pride in his business than he does in his ancestry.

It is not so much quantity as quality of material that is desirable in efficient business building.

Be not deceived; questionable business methods will not always keep the "mill" grinding.

What is needed for the next Canadian Parliament is many politic men and few men of politics.

Politics are getting hot, but he is a foolish merchant who allows them to burn a hole in his pocket.

Don't ignore a lesson, even if it is conveyed by the departmental store. Old Lucifer

himself sometimes teaches useful lessons that saints can with profit appropriate.

Cease bad business methods; learn to practise good ones, should be every merchant's motto.

Merchants or clerks who imagine that independence is arrogance are the close prisoners of delusion

There are some men who try to cover up their ignorance of business by a superabundance of bluster.

It stands to reason that the merchant who does not know his stock cannot know how to sell his goods.

The devil sometimes gets into the business, but business keeps a good many people from going to the devil.

Untold advantages are lost by every one of us because we do not keep our eyes and ears as open as we might.

Credit will never be wholly driven from the commercial field, but Cash is gradually becoming cock-of-the-walk.

Hope for success in business must have a foundation, and there is none other foundation than brains and capital.

It is no credit to a merchant to assert that because credits were long twenty-five years ago that they should be long still.

Every merchant should help build up his town as well as his business; for in building up his town he helps build up his business.

The stock on your shelves represents money as much as the five-dollar bill in your pocket. Be careful to whom you entrust it.

Love of novelty is one of the predominant peculiarities of humanity, and the merchant who judiciously caters to it gains profits thereby.

Our cousins across the border are still agitating for sound currency. They will get sound currency when they get sound ideas; and not until then.

Assiduous attention to business is the price of success; and yet he who does not occasionally forget his business can hardly become a successful man.

Reserve force is necessary in business as well as in battle. And the way to keep augmented the reserve force is to read, think and keep your eyes open.

Physical force no man has a right to use upon his clerks, but a few metaphorical undercuts judiciously administered to a thoughtless clerk are quite likely to knock a little sense into him.

FATE OF THE WORLD'S FAIR BUILDINGS.

THE World's Columbian Exposition Salvage Co. will have completed within a week or two their task of removing the buildings of the late World's Fair at Chicago. It has stretched over a period of two and a half years, during which time an immense amount of labor has been done. A few buildings have been permitted to remain, but they stand only to serve special purposes, and are only faintly suggestive of the architectural glories which once graced Jackson Park. At the north end of the park stands the Art Palace, now the Columbian Museum, with its thousands of unique treasures. Over by the lake shore is the once beautiful German building in dilapidation; farther south is to be seen the sham Convent of La Rabita. The Goddess of Liberty still occupies her lofty pedestal, with her cap gone and several of her fingers missing. The old whaler "Progress" still encumbers the lagoon, because nobody wants to buy it. The vessel was offered the other day for \$30. Here the reminders of 1893 end. But what has become of all the rest of the structures that once filled the park? There are "bits" of the World's Fair at the present time all over the world—in Europe, in Asia, in Africa, in the two Americas, in Australia.

The story of the principal buildings is soon told. In the main it may be told in one word—ashes. Everybody knows the fate of the cold storage building and later of the Peristyle, Music Hall and Casino. Everybody, too, remembers the grand pyrotechnic display—the great fire of July 3, 1894—when the Manufactures Building, Machinery Hall, the Agricultural Building, the Mines and Mining Building, the Electrical Building, the Administration Building, the Terminal Station and a number of minor structures were consumed. Those fires left but one article of salvage—the steel. This material for the most part went to two places—the rolling mills of the Illinois Steel Co. and the steel furnaces at Pittsburg.

Of the remaining buildings a portion of one was removed to Springfield, Ill., two were taken to Kansas City, one was moved over to Stony Island avenue, Chicago, and still another was worked over into a flat building. These are the only structures that preserve anything like their integrity. The structural iron of the United States Government Building was sold to the Lane Bridge Works. The trusses from the boiler house went to Muncie, Ind. The trusses of the annex to the Transportation Building went to Milwaukee.

The New York Building, one of the most costly of the state edifices, was almost a complete failure as salvage. The fine mural paintings by Millet were on the plaster and had to be sacrificed. The Iowa and Ohio buildings were annexed to other buildings,

and were scarcely worth tearing down. The Texas Building was another failure from the standpoint of the wreckers. Only part of the Illinois building, it will be remembered, was left by fire—the rest went up in smoke one Sunday afternoon. The Washington Building, that excited such comment by its massive logs, was torn down and the timbers for the most part sawn up.

J. C. Rogers, of Kansas City, secured the Wisconsin State Building and the Victoria Building. In addition he bought portions of other structures. The Wisconsin Building has been reconstructed at Grand avenue and Seventh street, Kansas City, where it has been opened as a "gentlemen's club." The building has been christened "The Wisconsin." He is now reconstructing and fitting up the Victoria Building in Kansas City for a private residence. Among the equipments of this house will be the six oil paintings formerly in the dome of the United States Government Building.

Mr. Meyers bought the Pennsylvania Building, had it torn down carefully, and used the material in the erection of a flat building at Emerald avenue and Forty-third street.

The Rhode Island Building was secured by Dr. Willoughby, and moved to Stony Island avenue and Seventieth and Seventieth street.

Of the twenty buildings bought by the wrecking company, the seven largest were burned, leaving only the steel as salvage. The other thirteen did not have as much material together as one of those burned. The figures of the company show that the cost of labor in taking down these thirteen and removing the debris of the other seven was \$150,000.

Over 500,000 square feet of glass was sold to cornice men and florists. The latter used it in building greenhouses and the former sold it in their trade.

All the gutta percha pipe used at the World's Fair was sold to the United States Commission of Fisheries at Gloucester, Mass., for \$250. The underground pipe on the grounds went to the John Davies Co., Chicago, and was sold to small towns.

The Fisheries Building had little salvage, but it was the one building in demand. Mr. Rogers started the ball rolling when he put in the bid for the glass. Then followed innumerable applications for frogs, lizards, fish and other ornaments from the columns. These little plaster ornaments were soon at a premium, and a few of them are now being held at a fairly good price.

There are thousands of flag poles all over the west that were in use in some capacity or other at the Fair. Schools, convents and universities bought specimens of staff work, some but a few pieces and others large collections.

The fire of July 3, 1894, was especially

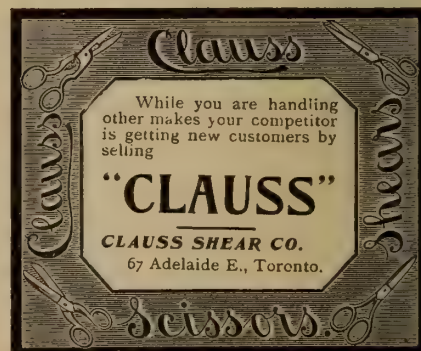
disastrous to the art interests of the Fair. All the figures from the main buildings were taken down, with the expectation that there would be a demand for them, and more money could be made from them than from the regular salvage. Most of the little angels from the Woman's Building, the symbolic figures, reliefs, and so forth, were put in the Electrical Building, where it was intended to exhibit them prior to putting them on sale. The fire came and swept them all away. A few memorable souvenirs, however, were saved. President H. N. Higginbotham secured the four lions that kept guard at the base of the obelisk near the south lagoon. They now lord it over inoffensive ducks and chickens at Mr. Higginbotham's farm at Elgin.

The statue of Ben Franklin that stood in front of the Electricity Building, the work of Carl Rohl Smith, was bought by the University of Pennsylvania, and is now in Philadelphia. The statue of Columbus that stood before the Administration Building is now in the Field Columbian Museum. The City of Denver bought the Indian on horseback, and cowboy, the two statues that excited such comment during the time the Fair was being held. The Park Commissioners still own the group that stood about the main basin. One of the groups of the four races is in the museum of Jackson Park, the others were burned. Minerva and Julius Caesar stand near the museum building. The celebrated Golden Gateway is still intact. It is being held by a local dealer in statuary and was recently offered to the City of Cleveland for \$1,200.

ST. THOMAS BOARD OF TRADE.

The St. Thomas Board of Trade has elected the following officers: Mr. John Campbell, president; Mr. John Farley, vice-president; Mr. J. W. Stewart, secretary-treasurer. Council, Messrs. R. Potts, W. H. King, J. Mickleborough, A. E. Wallace, J. H. Still, and J. S. Brierly. Auditors, Messrs. S. H. Palmer and J. Macadam.

President Cleveland has signed the Acts to authorize the construction of a bridge over the Niagara river from Lewiston, N.Y., to Queenston, Ont.



It shines • •

"Yes, indeed, it does, and it shines brightly," said one of our customers after having used

• • PERFECTO

That's one of the purposes it's made for. It is made for another purpose—to last.

It is only made of gum, oil and turpentine—a very simple varnish. But the gum is the tough kind. The oil is specially treated to make it shine and wear. The turps is the pure spirits. The rest is done by our long-headed varnish maker.

A case of 10 gals. assorted ($\frac{1}{2}$ pts., pts., $\frac{1}{4}$ gals., $\frac{1}{2}$ gals., 1 gals.) costs \$2.25 gal.—a good investment for any man.

MADE BY

The Cottingham Varnish Co. Ltd.

MONTREAL

Manufacturers of

Pratt & Lambert Varnishes

NEW YORK

CHICAGO

HOW THE INDIAN PUT IT

We were interested in hearing from one of our agents that the Indian is as quick to appreciate S.W.P. as the white man.

An Indian from St. Regis called on our agent in Cornwall for $\frac{1}{2}$ gal. of paint and was induced to take S.W.P. He thought the price charged, 80c., was pretty steep, as he had never paid more than 70c. for a $\frac{1}{2}$ gal. of paint before. He said to our agent: "80 cents very dear paint." He returned in a few days for another $\frac{1}{2}$ gal. of the same paint and remarked: "80 cents cheap paint; 70 cents dear paint."

There's the whole story in a nut shell, and wherever the goods are used the experience is the same.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of The Sherwin-Williams Paints

MONTREAL

CAPITAL IN BUSINESS.

"A GENERALLY accepted view of money making is that it takes money to make money, and in going through some of the palatial mercantile establishments we are further led to believe the truth of this saying," says a writer in N.Y. Hardware.

"The little man, appalled by the stocks usually carried in hardware stores, and deterred from launching his frail craft on the mercantile sea, may be encouraged by the experience of men who have commenced business on a small capital and been successful. One of these, who spent sixty years in business, made the rather startling statement that he could make more money with five thousand dollars than he could with twenty. In illustrating this statement, he called attention to several prominent houses with stock running from twenty to forty thousand dollars. 'These houses,' said he, 'are making money, but they do not utilize all their stock in doing it, and under different management would make just as much with less stock by having every item moving and earning its share. With ample capital, the tendency is to buy dozens when half-dozen would answer, and gross lots instead of dozens.' In conversation with the proprietor of one of these large stores, he said business had not been with him all he anticipated.

ed. 'I started in a very small way, but as business was good it seemed advisable to add this line and that until I have been drawn under the load which bears heavily on me.'

"To keep his business under him, and in perfect control, this is the plan another pursues: 'I never,' said he, 'allow my stock to increase over a certain amount. The surplus I put in bonds, mortgages or time deposits, always some place where I cannot easily lay my hands upon it. This guards against a two-fold weakness—that of granting undesirable credit in the hope of increasing business, and of overbuying. Following this plan I do not do the business I could do, but I have my business under better control.'

"When one is anywhere near a base of supplies, it is best to buy little but often."

LOTS OF THEM IN YOUR TOWN.

The number of people who are constantly on the lookout to get something for nothing never grows smaller, says a contemporary.

A trifling article advertised to be given away free with every purchase never fails to influence scores of people in favor of the store making the offer. The article presented, if of any value at all, will, 19 times out of 20, be valued more highly than its real worth, because it was obtained free of cost and will always bring favorable recollections of the store where it was obtained,

unless the article is "free" in name only, and the customer is made to pay dearly for it in the quality or price of other articles purchased. But a merchant so shortsighted as to resort to such practices must expect them to do the boomerang act.

THE SALE OF BICYCLES.

Suggestions have been made from time to time, says a writer in Stoves and Hardware Reporter, of ways in which the hardware dealer handling bicycles can utilize the reading columns of his local paper in a manner calculated to furnish really interesting matter to the cycling public, and at the same time advance his own interests. He will naturally keep in touch with those to whom he has sold wheels, and will from time to time hear many interesting and humorous stories of experiences they have had while making trips. If the dealer writes these incidents out in as bright and spicy a manner as possible and offers them to his local paper he will find that they will generally be gladly accepted and published. The publication of them will please those whose experiences they relate and will do him good in many ways. Of course, no attempt should be made to "puff" the wheel or the merchant through such a medium, but the name of the wheel involved can be mentioned and will probably be allowed to appear in the printed story.

THE SALE OF FISHING TACKLE.

FISHING tackle certainly does not find anything like so prominent a place in the ironmongers' shops, in suitable localities, as it should. Anglers want the tackle, and if they get what pleases them, what just suits their requirements, they are a class quite willing to pay prices that leave a good margin of profit to the dealer. The sales, too, in the proper districts, are very considerable, indeed, the only objection to them is that up to the present the bulk of the sales have been done not through the ironmonger but through other tradesmen. There are plenty of ironmongers who have learned the advantage of selling sports requisites in their several seasons, and have profited largely in consequence. Everyone of those who has a shop in a neighborhood resorted to by disciples of good old Izack Walton ought to recognise the like benefits which may accrue from the keeping of a well-assorted stock of reliable paraphernalia required by the devotees of angling. When men are anglers they are enthusiasts, and spend money freely on their sport. They ought to spend their money with the ironmonger, and will do so if he gives them the opportunity.

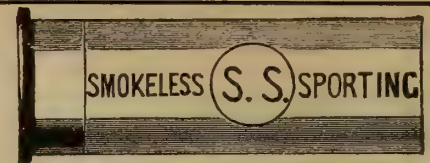
Angling, like many other things, has not stood still during the last twenty years. What sufficed then for the fisherman's needs would be scorned to-day, and would indeed be quite out of date. In the earlier period of the last decade an angler who insisted upon good materials for his sport, as things went then, could get a satisfactory supply of rod, lines, hooks and floats for about a sovereign. But the increasing fondness for out-door recreations of all kinds has made its influence felt upon this as upon other sports. Fishing is much more indulged in now than was formerly the case—much more efficient and expensive tackle is required by experts. Thus higher priced goods have to be stocked now. On the other hand, the prices of ordinary rods and lines has greatly decreased, and an ordinary three-piece ash rod can be sold at a profit for a few pence. A quarter of a century ago the angler seldom enjoyed a luxury of a jointed rod. Now-a-days the schoolboys going for their half-holiday's sport, fishing in ponds for the smallest fry, usually have a decent rod and a jointed one. Where the simple worm sufficed in former years, minnows and flies and many kinds of artificial bait are now in common use. Where one used to have only the choice between two or three kinds of hooks, there are many varieties to-day. Perhaps the fish have grown wiser, and don't bite so freely at ordinary bait; but certainly angling has become a scientific sport, and the results, to the fisherman, are much more satisfactory.

A good variety of rods and tackle should be stocked, and a special showcase for them should be in the shop, with another smaller

one in the window for samples. Silk lines for roach and barbel must be kept, flats, hooks, split lead, shots, float caps, tackle for spinning with the natural bait, artificial and spoon bait for jack fishing, ground bait, bait tins, reels and winches, landing nets, gut casts, flies, gaff, tackle baskets, and so on.

The main object of the person who is going to fish—notwithstanding the spiteful remarks of unsympathetic people who do not appreciate the sport—is undoubtedly to catch fish. He will be disappointed if he does not. He will be correspondingly delighted if he does. If successful he will attribute his—when speaking to his friends—first to his own skill and knowledge of the ways of the fish, and secondly to the excellence of his tackle. And the man who has supplied the tackle will be called upon for further supplies. However, every good angler knows that fish are creatures of whim and fancy. They have a wonderful intelligence—sometimes—if the stories that emanate from members of the Piscatorial Society are to be relied upon. And who would doubt that? Even when, as some time since, there leaked out a story from that learned body, of a trout that, in search of a relative, left his native Thames, and walked to the Severn overland, carrying a portmanteau containing food for the journey, and an umbrella with which, no doubt, to collect water wherein to sleep peacefully at nights on the way. That was indeed a remarkable story—we should say a remarkable fish—even for the voracious piscatorial; but, nevertheless, to come back to business, fish certainly have their little ways, and what they eagerly bit at one day they will not touch the next. Consequently it is comparatively easy to coax a man who is going fishing into trying a wider variety of baits than he intended, and it will be still easier to do this next time he calls, for he will probably—and if a novice certainly—have seen others catching more fish than he succeeds in capturing, and that he will probably attribute to their having a different hook or bait to what he had used, and so he will purchase some other variety, and try again, to come back yet again and again to repeat the process.

The sale of fishing tackle pays, and pays well. There is another advantage about the business. 'Tis not much affected by change—it has not been since the improved tackle now in use first got generally upon the market a few years back. So that if stock laid in one year is not all sold, it will, if well cared for, be worth just as much the following year, be just as saleable, while the initial outlay in setting up a stock of the necessary goods need not be at all large. The business brings a good class of customer to the shop, and, satisfying him as to the quality of the angling requisites you supply, the ironmonger can easily make this trade lead to more business in other lines that are strictly hardware. Our advice to ironmongers in districts where fishing is indulged in to any considerable extent is to go into the business seriously this year. The experiment will, we predict, be successful. The wise men—and many are anglers—will come to you for their tackle, and so much the better for you.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
RELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

*The Powder of Powders for a variable
Climate.*

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
"43" 872'72 " " "

Far in excess of any other Powder,
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.

Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of
THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore; also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers THE SMOKELESS POWDER CO., LTD

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal,

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**



**AMERICAN
DEAD SHOT** FG. FFG. FFFG.

Manufactured by

“American Powder Mills”

STRONG, UNIFORM, CLEAN

IN 25-LB. IRON KEGS

Order from us and we will send you the genuine powder.

HAMILTON BLASTING and SPORTING



**SCHULTZE
SMOKELESS**

This powder is the best known and has the best reputation of any smokeless powder on the market.

FUSE—Hemp, Single Tape and Double Tape

GUN WADS—Eley's and Baldwin's

CARTRIDGE CASES—Eley's, U.M.C. and Dominion

METALLIC CARTRIDGES—U.M.C. and Dominion

LOADED SHELLS—U.M.C. and Dominion

GUN CAPS and PRIMERS—Eley's, U.M.C. and Dominion

LARGE ASSORTMENT

CLOSE PRICES

ALSO

PIEPER B.L. GUNS. WINCHESTER AND MARLIN RIFLES

Graham Cut and Wire Nails are the Best.

FOOD FOR CLERKS.

“**W**HEN a man has done his work,” says Ruskin, “and nothing can any way be materially altered in his fate, let him forget his toil, and jest with his fate if he will; but what excuse can you find for wilfulness of thought at the very time when every crisis of fortune hangs on your decisions? A youth thoughtless, when all the happiness of his home forever depends on the chances or the passions of the hour! A youth thoughtless, when the career of all his days depends on the opportunity of a moment! A youth thoughtless, when his every action is a foundation-stone of future conduct, and every imagination a foundation of life or death! Be thoughtless in any after years, rather, than now—though, indeed, there is only one place where a man may be nobly thoughtless, his deathbed. Nothing should ever be left to be done there.”

Reserves which carry us through great emergencies are the result of long working and long waiting. Collyer declares that reserves mean to a man also achievement—“the power to do the grandest thing possible to your nature when you feel you must, or some precious thing will be lost—to do well always, but best in the crisis on which all things turn; to stand the strain of a long fight, and still find you have something left, and so to never know you are beaten, because you never are beaten.” Every defeat is a Waterloo to him who has no reserves.

He only is independent in action who has been earnest and thorough in preparation and self-culture. “Not for school, but for life, we learn;” and our habits—of promptness, earnestness, and thoroughness, or of tardiness, fickleness, and superficiality—are the things acquired most readily and longest retained.

One who reads the chronicles of discoveries is struck with the prominent part that accident has played in such annals. For some of the most useful processes and machinery the world is indebted to apparently chance occurrences. Inventors in search of one object have failed in their quest, but have stumbled on something more valuable than that for which they were looking. Saul is not the only man who has gone in search of asses and found a kingdom. Astrologers sought to read from the heavens the fate of men and the fortune of nations, and they led to a knowledge of astronomy. Alchemists were seeking for the philosopher's stone, and from their efforts sprang the science of chemistry. Men explored the heavens for something to explain irregularities in the movements of the planets, and discovered a star other than the one for which they were looking. A careless glance at such facts might encourage the delusion that aimless straying in bypaths is quite as likely to be rewarded as is the steady pressing for-

ward with fixed purpose towards some definite goal.

But it is to be remembered that the men who made the accidental discoveries were men who were looking for something. The unexpected achievement was but the return for the toil after what was attained. Others might have encountered the same facts, but only the eye made eager by the strain of long watching would be quick to note the meaning. If vain search for hidden treasure has no other recompense, it at least gives ability to detect the first gleam of the true metal. Men may wake at times surprised to find themselves famous, but it was the work they did before going to sleep, and not the slumber, that gave the eminence. When the ledge has been drilled and loaded and the proper connections have been made, a child's touch on the electric key may be enough to annihilate the obstacle, but without the long preparation the pressure of a giant's hand would be without effect.—Architects of Fate.

CASH VS. CREDIT.

“Marshall Field's recent declaration that a retail business should be a cash business is founded upon wide experience and expresses a marked tendency of modern trade, as seen in the modern shortening of Chicago credits,” says The Chicago Dry Goods Reporter. “But it also has its modifications and exceptions, and these grow largely out of the nature of the community in which the merchant is doing business.

“The system of long credits in vogue throughout the country a quarter of a century ago was not a mistake, though to adopt it again in large towns would be the worst of mistakes. * * *

“The whole question of cash versus credit turns upon the one vital pivot that determines the whole destiny of the merchant—his judgment. The first point to consider is whether you are doing business in a cash or a credit community, whether the people who buy the bulk of your goods have a steady or intermittent income. * * *

“There are agricultural sections in the west, where even well-to-do farmers may be temporarily short of ready money, and this in spite of the general truth of Mr. Field's remark about farmers being able to sell for cash. There are times when the farmer demands the right to hold his products from a ruinously low market. In such times he will ask credit of his local merchants, and everyone who knows the facts must admit that it would be folly to refuse it to an honest and solvent customer of this sort.

“There are risks which the merchant must take, and this is sometimes one of them. The error is not in refusing to adopt a stiff open-and-shut cash policy under all circumstances, but in neglecting to trust judiciously and to demand cash judiciously.”

A MIRROR BACKGROUND.

A hardware dealer on Olive street, St. Louis, has, according to Stoves and Hardware Reporter, placed mirrors around the lower part of the back and sides of one of his windows. The glass extends from 18 inches to 2 feet above the base of the window, but serves to effectually reflect the display of cutlery, tools, etc., on the base of the window, which is high enough to enable the passer-by to see himself in the glass and determine whether his cravat is on straight or his hat in need of attention on the part of a brush. The proprietor of the store says that he has found the mirror background a good investment. “It cost me about \$15 to put that glass in the window,” he remarked, “but I have found it a good investment. I used a high quality French mirror glass, and was willing to pay the price on account of the perfect reflecting qualities, and also because mirror glass in a hardware window is often subject to hard usage, it being difficult to prevent metal goods from falling or being pushed against it, and the thick French plate being far less in danger from such treatment than cheaper and thinner qualities. The mirrors not only add to the appearance of the window, but make the ground display look double their actual size. They also form in themselves an attraction, and serve to draw to the displays the attention of people who stop to examine their apparel in the glass and who would otherwise pass the windows by.”

A NEW MINING COMPANY.

A number of Winnipeg business men held an informal meeting yesterday, for the purpose of considering the organization of a gold mining and development company, to operate in The Lake of the Woods district. The facts submitted to the meeting by Mr. W. T. Gibbins, who is largely interested in the Lake of the Woods, were of so satisfactory a nature that it was determined to apply for incorporation immediately under the Dominion Joint Stock Companies Act, and Mr. Fred J. Calvert was appointed as secretary provisionally. Interim stock sheets will be opened at Mr. Calvert's office, in the Grain Exchange, where those wishing to become shareholders may register their subscriptions. The company will be stocked for \$100,000 in \$10 shares, subject to a first call of 50 per cent.—Free Press, Winnipeg.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

PARIS GREEN

IN USUAL SIZED PACKAGES

SANDERSON PEARCY & CO., 61, 63 and 65
Adelaide St. West, TORONTO.

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calced Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes,
Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

How about Paris Green ?

We have the Government Standard, guaranteed pure, in $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. packages, 50 and 100-lb. drums and 250-lb. kegs. Drop us a line for quotations.

M. & L. Samuel, Benjamin & Co.

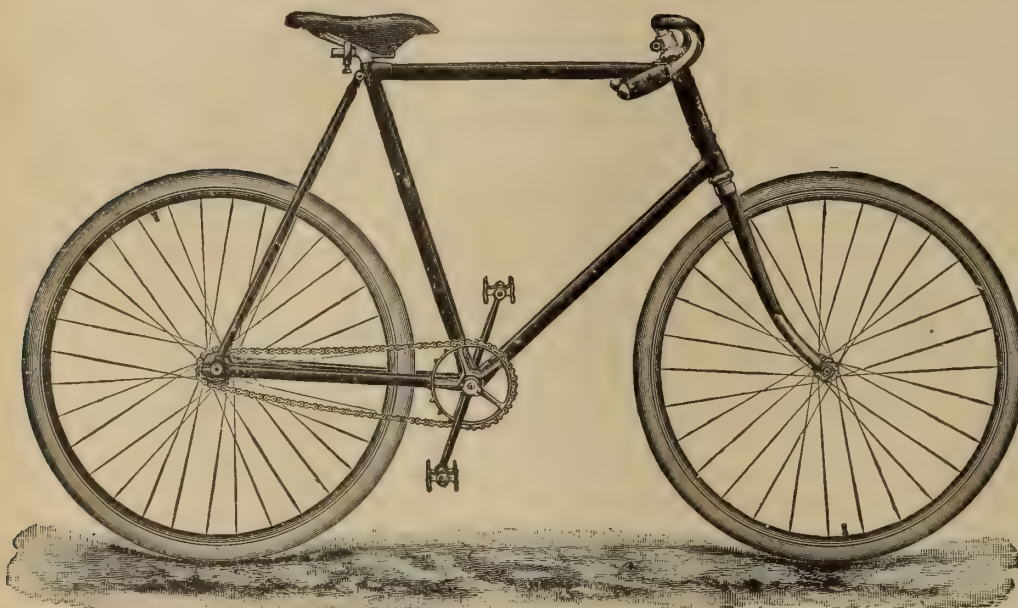
ENGLISH HOUSE :

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

THE CAVALIER



SHORT-STOP

The only known puncture preventive
Adapted to single and double tube
tires
Not affected by heat or cold
Renders your tire absolutely puncture-proof
Put up in 4-oz. collapsible tubes

Caverhill, Learmont & Co. Sole Canadian Agents Montreal

PHYSICAL TESTS AND CHEMISTRY OF CAST IRON.

THIS paper was read at the First National Convention of Foundrymen held at Philadelphia, Pa., May 1896, by W. J. Keep, Detroit, Mich. It has been reproduced in pamphlet form, and is likely to be of good service to the foundry trade generally. The question is one of considerable interest, and is in close touch with the progress and prosperity of the trade. We regret that our limited space and the crowding of other matters permit only cursory quotations from this admirable paper. Mr. Keep says:

"The physical properties of cast iron are shrinkage, strength, deflection, set, chill, grain and hardness.

"Physical tests determine to what extent castings possess these properties.

"Tensile tests should not be used for cast iron, but should be confined to steel and other ductile materials.

"Compression Test.—Cast iron is employed to resist crushing loads when used in the shape of columns, pedestals and the like, and for this reason this test, using long pieces, should be made, but is generally neglected, from the common erroneous impression that the resistance of a small cube or cylinder, which is enormous, is always in excess of loads which can be applied.

"Transverse Test.—As cast iron is com-

monly used to resist cross breaking, this is the most frequent test to which it is subjected. The ease with which a transverse test can be made is one reason for its general use."

In giving the details and tables of various tests several conclusions are reached, from which we quote the following:

"Every different size of casting poured from the same iron will have a different proportionate strength, and the largest casting will always be proportionately weakest. The reason for this is that the slower cooling of the larger castings produces a coarser grain. A large casting grows weaker with each addition of silicon, because slow cooling enlarges the grain more rapidly when there is more silicon. The lower the silicon the weaker the small castings, and the stronger the larger castings, and the higher the silicon (up to 3 per cent.) the stronger the small castings and the weaker the large castings. Strength is simply a question of grain. The closer the grain without brittleness the greater the strength.

"It is the influence of silicon that a founder wishes to measure, and not the actual percentage. In any one mixture of iron an increase of shrinkage shows a decrease of silicon and vice versa. Shrinkage means the influence of silicon under all conditions existing in the foundry. It can be varied with the greatest facility, and is therefore used to control a foundry mixture and keep its quality uniform. If a new brand of iron

is added to the mixture the shrinkage tells at once whether it contains more or less silicon than the average in the mixture, and whether it is an economical iron to use.

"Silicon never behaves the same in different iron mixtures. One pig iron that is open grained will make as soft castings with 1.50 per cent of silicon as another pig iron with 2.00 per cent. of silicon, and the strength can be made the same in each case. The loss of silicon in remelting for an analysis made of drillings from three pigs of Iroquois pig iron, gave .88 per cent., and an analysis of drillings from 25 pigs gave .98 per cent. silicon. The average silicon in six other castings was .80 per cent., showing a loss during remelting of .08 to .18 of silicon, indicating a loss of 10 per cent. of the silicon in the iron during remelting in a cupola.

"Combined carbon decreases as silicon increases. The way silicon prevents brittleness is by diminishing combined carbon. Slow cooling decreases strength by making the grain open, and the same slow cooling decreases combined carbon. This decrease of combined carbon strengthens all sizes of castings by removing brittleness, but the increase in the size of the grain is so much more rapid that the final effect of slow cooling is a decrease of strength, but it is not the decrease of combined carbon that decreased strength.

"The variations of phosphorous and sulphur show their influence in ordinary castings, but they do not seem to decrease strength, or to exert any other injurious influence.

"Phosphorus and manganese are very evenly diffused, while sulphur is very unevenly diffused."

Caverhill, Learmont & Co.

MONTREAL.

Wheeling at night
With the "Search Light"
—IS A PLEASURE.

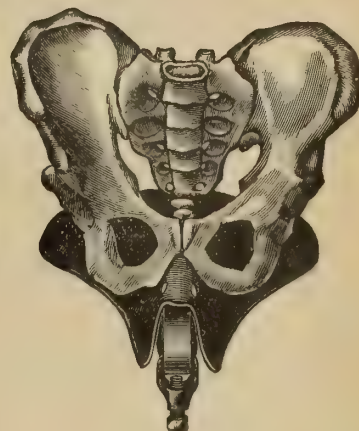
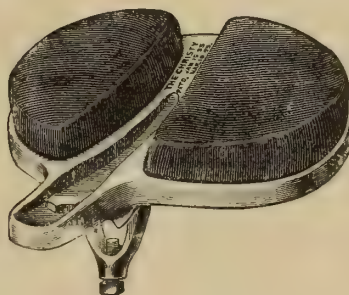


for
'96

The only first-class Bicycle
Lamp on the market.

\$5.00

CHRISTY SADDLES



Shows the pelvis as it rests on the
Christy Saddle. The only Anatomical,
Hygienic, Common Sense Saddle.

PRICE, **\$5.00**

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

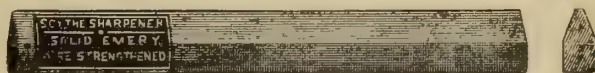
COR. FRONT AND YONCE STS., TORONTO

J. H. WALKER, Manager

Scythe Sharpeners

SOLID TURKISH EMERY

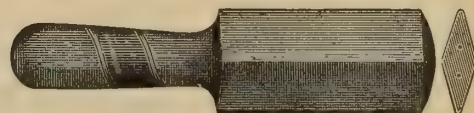
Strengthened with a Steel Loop.



Mowers' Friends

SOLID TURKISH EMERY

Strengthened
with a
Steel Loop.

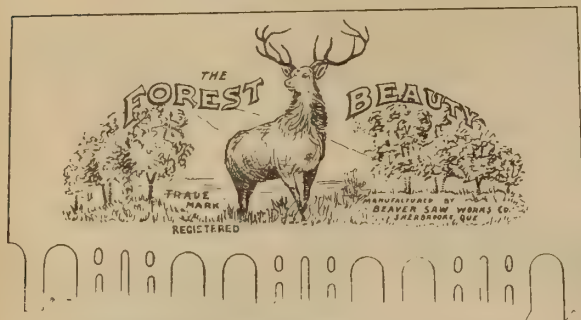


COOKE HARDWARE CO.

24 Hunter St.

Hamilton, Ont.

THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

HANDY BICYCLE BRUSH.

SINCE the bicycle attained its present popularity, a most important question for every cyclist has been "how shall I keep my wheel bright, clean and attractive,?" and the use of a rag has not been found a satisfactory means for accomplishing this object. The demand for something more satisfactory was strongly felt, and the



result is the Boeckh all-bristle bicycle brush, which is now having a large sale. The accompanying cut shows the design of the brush, and by its means every part of the machine can be reached. The stiff bristle part can be used to remove any mud, grease, or dirt that may have become attached to the tubing, tires, chain and sprocket; and the soft-hair part, for dusting and removing

oil, or sand, etc., from around the bearings and between the spokes, which could not easily be reached by any other means. These brushes are guaranteed to be of pure materials, and in consequence, will outwear any common brush several times over, and besides are sold at a very reasonable figure for a high-class article. They are manufactured by Chas. Boeckh & Sons, of Toronto, and may be had from all the leading dealers in the Dominion.

WRONG CONCEPTIONS OF WINDOW DISPLAYS.

A STORE window may attract crowds and yet not be worth two cents. Attractive window dressing means window dressing that will sell goods as well as catch the eye of passers-by.

A jackass in the window is all right if jackasses are sold in the store. But it is a wrong conception of the office of the window that a merchant has when he sticks a jackass in the window to sell groceries, hardware, or dry goods. Yet there are people who do equally as foolish things.

Not long since, one of the departmental stores placed a lot of painted young women, and badly painted ones too, in its windows. The scheme drew crowds—men and boys who ogled the girls, and women who turned away with shame and disgust.

If a window is to be turned into a side

show for exhibiting female beauty (?), monstrosities, etc., by all means make the females, the monstrosities, or whatever it may be, sell goods.

When a window attraction over-shadows the particular line of goods which the merchant sells it is a failure.

There is one departmental store in Toronto whose windows always attract crowds and yet the designs and the figures in the windows are consistently made to bring out strongly certain lines of goods. At present in one of the windows of that store is the wax figure of a lady in the act of mounting a bicycle. It attracts a great number of people; but it is patent to everyone that the object is to advertise the bicycle costume which gracefully fits the figure. And there is no question that it does what it is designed to do.

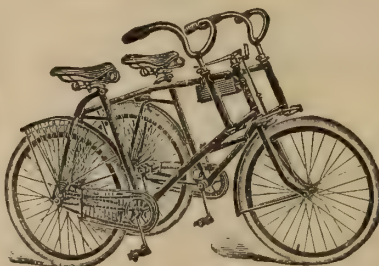
Make your windows attractive by all means, but make the attractiveness sell goods.

A HARDWARE TRAVELER'S ESCAPE.

Robert Rolston, who represents H. S. Howland, Sons & Co. in the Northwest and British Columbia, is in a particularly thankful mood. About fifteen minutes before the bridge, near Victoria, collapsed on the holiday with such fatal consequences he passed over it. He reports that the catastrophe has cast a gloom over Victoria, most of those who perished being residents of that city. Business is simply at a standstill, he writes.



"Wolff American"—High Art Cycles
"McCune" Cycles—Highest Grade Machines



\$100 cash
80 cash



"Boker's IXL" Cycles—High Grade Machines, \$75 cash
"Hector" Cycles—Commercial Cycles, Good Mach. 70 cash

Also Cheaper and Juvenile Machines in Stock.

DORKEN BROS. & CO.

140 McGill
Street

MONTREAL

GUARDS . .

*Basement Window Guards.
Factory and Mill Window
Guards.*

School and Church Guards.

Store Front Guards. Office Counter Railings.

Inside Fine Woven Wire Blinds, lettered or plain.

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

McCREADY'S BUILDING SALE

You'd regret if you knew how much money you were losing by not buying your Sporting Goods from us. We supply everything in this line. **Quality high, Prices low.** We intend re-building our present premises immediately, and have to move to temporary stores to let the builders in. It costs us more to move than to cut off the prices. We give you this in large discounts by taking goods in lots. Everything must be cleared out, as we open the new building with brand new stock. Write for particulars. Dealers write for discounts.

The R. A. McCREADY CO., Ltd.

149 Yonge Street, Toronto, Ont.



Oxford Gas Ranges AND Quickmeal Gasoline Stoves

Are seasonable and profitable stock to handle. Both give immense satisfaction.

The **Gas Ranges** are of perfect mechanical construction, with many superior advantages in details, which will appeal strongly to your customers.

These famous **Quickmeal Ranges** are the most popular Gasoline stoves made. Handsome, safe and economical—just what every one needs for their country homes. We are sole agents for Canada. Send for our catalogues for full details and prices of the many sizes and styles in both lines.

THE GURNEY FOUNDRY CO., Ltd., - TORONTO
THE GURNEY-MASSEY CO., Ltd., MONTREAL.

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 5, 1896.

HARDWARE.

THE demand for general hardware shows some life in certain branches, but on the whole the movement of merchandise is confined strictly to actual wants. Cut nails are duller than they were, and there is little doing in wire nails. Some orders for barbed wire of a small kind were noted, but plain wire is almost lifeless. The same can be said of horse nails and horse-shoes. Some screws have been asked for, but not very extensively. The same remarks apply to tacks, brass and copper wire and copper rivets, which have furnished a moderate volume of orders. Naval storekeepers are asking for cordage, but otherwise it is quiet. Belting is asked for to a certain extent, but values are irregular, and the same condition prevails in regard to building paper, on which prices vary considerably. Cutlery has been fairly active, and some demand is experienced for ammunition. Green wire cloths shows a decreasing volume of trade, and other lines furnish no special feature.

PLAIN WIRE—There has been a moderate demand for plain wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARB WIRE—Demand continues fair for barbed wire, but the orders are not for large quantities. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—Business in cut nails has fallen off again, and is less than it was a week ago. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business in wire nails continues quiet. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Featureless, with discounts 50 per cent.

HORSESHOES—Quiet and unchanged. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

SCREWS—The moderate demand for screws noted last week is maintained. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—A moderate call for tacks is noted of a normal kind.

BRASS AND COPPER WIRE—Fair enquiry for small lots. Discount 12½ per cent.

CARRIAGE BOLTS—A moderate demand was experienced, with discount 60 per cent.

RIVETS, ETC.—Some enquiry is noted for small lots of rivets, but it is of a moderate character. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—Some fair orders have been noted for these during the week. Discount 50 per cent.

ROPE—Enquiry fair for cordage from naval suppliers. Otherwise demand is slack. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair enquiry in a moderate way. Values, however, are irregu-

lar. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

BINDER TWINE—There is a small enquiry for binder twine, and prices are unchanged at 6¼ to 8¼c.

BUILDING SUPPLIES—Nothing new to report in this branch.

CUTLERY—There is more enquiry noted for small assortments of cutlery, but the aggregate volume of business is not extensive.

SPORTING GOODS—Business in this line is confined to a moderate demand for ammunition. Very few firearms have moved as yet, but they should commence shortly.

CHAIN—Demand limited, and business of the smallest kind.

PLUMBERS' SUPPLIES—Business is without any radical change.

GREEN WIRE CLOTH—Enquiry is decreasing, and there is no change in values to report. We quote \$1.50 to \$1.60 per 100 feet.

ICE CREAM FREEZERS—There is a moderate increase in the call for these goods, but it is hardly appreciable. We quote \$1.50 to \$7, as to grade.

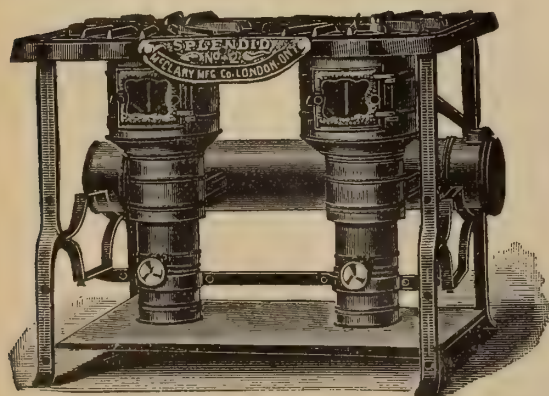
CHURNS—Discount unchanged at 70 per cent. and business quiet.

CLOTHES WRINGERS—A fair enquiry is noted at \$26.50 to \$27.

TOOLS—Business in tools, both harvesting and gardening, is about stationary, with a moderate volume of orders still coming to hand.

AXES—Quiet and unchanged. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—There is a fair demand for building paper, but values have an



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

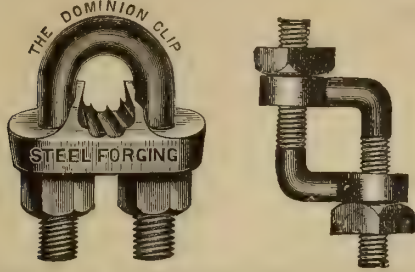
LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealers cannot supply, write our nearest house.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

Don't

The celebrated advice given by "Punch" to those about to marry was—Don't. We offer you the same advice when you are asked to use other horse nails than the old standard "C" brand. Don't! It is always the safest course to buy the best; they have our name and brand on each box. Don't accept substitutes.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

The Peoples
Building and Loan
Association of LONDON, ONT.

Incorporated

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$65 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molsons Bank Buildings, LONDON, ONT.

unsettled feeling. We quote : Plain 35 to 40c.; tarred lining 45 to 50c., and ditto roofing \$1.40 to \$1.50.

WARE—Both tin and iron ware, plain and fancy, have received their fair share of attention and business continues good.

CEMENT—There is no change, demand being moderate at \$1.90 to \$2 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—There is a fair demand for these at \$16 to \$22 per 1,000.

METALS.

Lack of activity still characterizes the heavy iron and metal market, but prices, with a few exceptions, show a steady tendency.

PIG IRON—The only business in pig iron here during the week consisted in the sales of a few lots of Scotch ex wharf on the basis of \$19.50 for Summerlee and Ayrshire. Nova Scotia brands are offered at \$16.50 in round lots, but we quote \$16.75 to \$17.50, according to grade.

BAR IRON—Bar iron continues steady, with prices firmly held on the whole at \$1.60 to \$1.65.

HOOPS AND BANDS—Business quiet, but prices are steady at \$2.25 to \$2.30.

SHEET STEEL—In fair demand in a small way at \$2.75 for 8 to 16 gauge.

SHEET IRON—Some fair enquiries have been noted, and prices are steady at \$2.25 to \$2.50, the inside figure being possible only on round lots.

TINNED IRON—The movement is a moderate one, and prices are unchanged at \$5.75 up to 24 gauge.

LEAD PIPE—A fair demand is noted in a small way, and prices are steady at 7 to 7½c., with 30 per cent. off.

PIG LEAD—Trade fair at \$3.25 to \$3.35.

GALVANIZED IRON—The firmer tendency due to the strength in spelter is maintained. Spot prices in consequence are firmly held at \$4.25 to \$5, as to grade.

INGOT TIN—No change, business being quiet at 16½c.

INGOT COPPER—Quiet and steady at 11 to 11½c.

SHEET COPPER—Some fair lots have been moving on the basis of 15½ to 16c.

IRON PIPE—There is a fair demand, but prices are still irregular. We quote 65 to 70 and 10 off the list.

CANADA PLATES—There has been a fair enquiry for Canada plates, but prices are still unsettled, and sellers have again shaded prices this week in the case of round lots. Sales are noted at \$2.10, though we quote \$2.15 to \$2.25.

TIN PLATES—These manifest a steadier feeling, as the importations have been light and stocks in store are being reduced. A fair jobbing demand has been experienced during the week at steady prices, while

Wire Solder

DO YOU USE IT ?
I MAKE IT.

Write for Sample and Price.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

cables continue steady in their tone. We quote : Coke, \$2.65 to \$2.75, and charcoal, \$3 to \$3.25.

TERNE PLATES—Cables on terne plates continue firm in tone, and the fact has led to some further import business. Local jobbing demand is fair, and though no quotable change is noted, prices are firm at \$5.75 to \$6.25.

SOLDER—There has been no change in solder, which rules steady at 11½ to 13c.

SHEET ZINC—Demand is not brisk, but the market has exhibited a stronger feeling in response to the tendency abroad. Jobbers who have replenished supplies recently had to pay more money and have stiffened their figures accordingly to 5 to 5½c.

SPELTER—The strength outside in spelter is maintained, and has imparted a firmer feeling to the spot market, though no quotable change is noted, as stocks in store are considerable in many cases. We quote \$4.50 to \$4.75.

ANTIMONY—Quiet and steady at 10c.

GLASS.

There is no special change in the glass market, prices continuing much as they were, though some jobbers have been shading prices slightly on breaks subsequent to the second. We quote : \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

There is a fairly active demand for paints and oils, which, however, are hardly quite as active as they were last week. The only change of moment that has transpired during the week has been in turpentine, which records another decline of 1c.

WHITE LEAD—Fair demand and prices steady. We quote : Choice brands Government standard, \$4.75 ; No. 1, \$4.50 ; No. 2, \$4.25 ; dry white, \$4.50.

RED LEAD—Firm and unchanged. We quote : Pure, 4c. in casks and 4¼c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Enquiry is improving and prices are firmly held.

PARIS GREEN—More demand is being felt for this article. We quote : Casks, 13½c. ; drums, 14c., and packets, 14½c.

LINSEED OIL—Continues easy in tone, though it is not quotably changed from last week. We quote one to five barrels : Raw, 52c. ; boiled 55c. Five barrels and over, 1c. less.

TURPENTINE—The easy feeling noted in our last continues and prices have declined another cent. We quote : Single barrels, 41c. and five barrels 40c., less the usual discount for 30 days.

NAVAL STORES—Resins, both waste and oakum, meet a seasonable enquiry at steady prices. We quote : Resins, \$2.50 to \$5, as to brand ; coal tar, \$3 to \$3.50 ; cotton waste,

4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There is a fair demand for heavy chemicals, and prices are steady on the whole. We quote : Bleaching powder, \$2.50 to \$2.75 ; bicarb. soda, \$2.25 to \$2.35 ; sal soda, 70 to 80c. ; carbolic acid, 1-lb. bottles, 25 to 30c. ; caustic soda, 60 per cent., \$1.90 to \$2 ; ditto, 70 per cent., \$2.15 to \$2.40 ; chlorate of potash, 17½ to 20c. ; alum, \$1.40 to \$1.50 ; copperas, 75 to 80c. ; sulphur flour, \$1.75 to \$2 ; ditto roll, \$2 to \$2.10 ; sulphate of copper, \$4.75 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac, Sicily, per ton, \$50 to \$60 ; soda ash, 48 to 58 per cent., \$1.15 to \$1.50 ; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business in petroleum is quiet and prices are unchanged. We quote : Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash ; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities ; Acme water white, 20½c. in car lots, and 21½c. in small lots ; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Lambskins are 5c. higher on spot, sales of round lots having transpired at 30c. Beef hides are steady to firm at 3 to 5c. and supplies of all kinds are moderate.

ASHES.

The ashes market has been fairly active and firm. We quote : Firsts, \$3.60 to \$3.65 ; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MONTREAL NOTES.

The works of W. H. Cottingham & Co., in St. Henri suburb, were visited by a fire last week. The fire was promptly subdued, and the loss not heavy, being chiefly due to water.

Arrivals of cement last week were 2,650 barrels, English, and no Belgium. F. Hyde & Co. and Wm. McNally & Co. were the chief importers.

F. Hurtubise & Co., hardware merchants, 1996 Notre Dame street, have assigned at the demand of Archibald Woods, with liabilities of about \$1,200.

The heavy stocks of tin plate that have been carried over during the winter and spring are being reduced, and the fact tends to strengthen the market.

Jas. Wilson, the senior partner in Thos. Robertson & Co., the well-known heavy iron and metal firm, on Craig street, Montreal, has returned from an extended trip in Great Britain and abroad.

The Dominion Wire Rope Co. call attention to their advertisement in regard to their wire rope fastenings ; also their derrick, hoisting and guy ropes. Readers of **HARDWARE AND METAL** are requested to apply for 1896 catalogues, which furnish full descriptions and details re prices, etc.

ONTARIO MARKETS.

TORONTO, June 5, 1896.

HARDWARE.

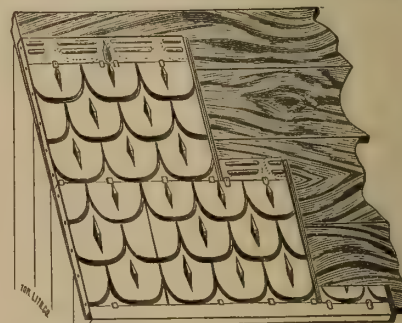
THERE has been a slight revival in the hardware and tinware trades during the week, all the jobbing houses reporting a better business. Nice little lots of barb wire are going out, and plain twist is in better request than it was a week ago. Not much interest is being shown in cut and wire nails yet. A more active demand, however, is noticeable in horse nails. The same may be said in regard to horseshoes. In plumbers' supplies, trade, if anything, continues to improve. Business appears to be gradually increasing in ice cream freezers. Trade continues brisk in harvest and garden tools. Business is increasing rather than decreasing in garden hose. The feature in building paper is lower quotations consequent upon another season of price-cutting being inaugurated. There is a fair sorting-up trade doing in cutlery, and in sporting goods an active demand has developed for Flobert rifles. In the paint and oil trade business is rather quieter than it was a week ago.

FENCE WIRE—Trade is quiet and without special feature. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days ; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs. ; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—Seeding is about over in the country, and this fact is beginning to be reflected in the demand for barb wire, which is now moving off fairly well. Plain twist is being called for a little oftener than it was a week ago. We quote as follows : Barb wire, \$3 ; plain twist, \$3 per 100 lbs. ; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—Business is still of a moderate nature only. Base price, \$3.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business remains in much the same quiet state as a week ago. Discounts are 70 and 5 Ontario, with delivery of 10 keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Quite a noticeable improvement has taken place in these during the past week. Discount, 50 per cent.

HORSESHOES—Iron are also being called for a little more regularly. There is no movement in steel shoes. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—Trade on country account is still good, but there is very little doing in the city.

BRASS AND COPPER WIRE—The demand keeps fair. Discount unchanged at 12½ to 15 per cent.

CARRIAGE BOLTS—Are moving slowly. Discount, 60 per cent.

RIVETS AND BURRS—Copper rivets are in fair movement. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Small quantities are going out all over the country, but the volume of business is light. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¾c. per lb. These quotations are subject to rebate.

ROPE—The demand is very little better than it was a week ago. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Business continues fair. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—Business is still of a fair sort—up character.

SPORTING GOODS—A good many Flobert rifles are going out, but otherwise business is quiet.

GREEN WIRE CLOTH—Business is very limited. We quote \$1.50 per 100 square feet.

METAL BUILDING MATERIAL

Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors

Of our well known Patented
and Registered Designs at
very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

COIL CHAIN—Is exceedingly quiet. Ruling quotations are: Quarter inch, 4¾c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

PLUMBERS' SUPPLIES—The demand on country account is being fairly well maintained. The new catalogues on brass goods are now being distributed, and the discount sheets applying to same will follow shortly.

ICE CREAM FREEZERS—A good many orders are now coming in, but they are for small quantities. We quote from \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—Are in better demand, with stocks in better shape. We quote \$26.50 to \$27.

CHURNS—There is scarcely anything doing. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Very little change to note, trade continuing brisk in both garden and harvest tools.

RUBBER HOSE—Business continues to improve. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Prices are again demoralized on account of cutting, and quotations can scarcely be relied upon. The ruling idea with the jobbers appears to be: Plain building, 34 to 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Demand is still fair for small quantities. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC—Business is still good, both for tinware and graniteware.

METALS.

Some low offers on American pig iron have been made on the Toronto market during the past week. Bar iron is dull. Sheet steel is going out more freely. The same may be said with regard to black iron. Some good sales are reported in pig lead. Both ingot tin and ingot copper are fairly active. Galvanized iron is experiencing a brisk demand. An improvement is to be noted in the demand for tin plates.

PIG IRON—No. 2 Southern soft was offered this week at \$15.40 Toronto, spot cash, freight and duty paid. This is about as low as the figures quoted during the panic of 1893. Siemens is quoted nominally at \$18 for No. 1 and \$17.50 for No. 2.

BAR IRON—There is very little doing. The idea as to base price is \$1.55, f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—A little more activity is being experienced in this line this week. We quote \$2.30 to \$2.35, according to quality.

SHEET STEEL—Is going out more freely than it was a week ago. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, ¾ to 4c. per b.; do. 26 gauge, 4¼c.

BLACK IRON—A nice demand has developed during the past week or ten days. The demand is equally divided between the lighter and the heavier gauges. We quote: 10 to 12 gauge, \$2.50 per 100 lbs.; 14 to 16 gauge, \$2.62; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—There is very little moving. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—Trade continues fairly active for small quantities. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Some good sales have been made during the past week, but in general trade is on the quiet side. We quote 3¼ to 3½c.

GALVANIZED IRON—The demand this week is again running on the lighter gauges. We quote Queen's Head or equal brands: 16 gauge, \$4 per 100 lbs.; 18 to 20, \$3.65; 22 to 24, \$3.75; 26, \$4; 28, \$4.25. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Some good sales have been made in Straits and Lamb and Flag. Prices remain firm at 16½ to 17c.

INGOT COPPER—Not much doing. The ruling price is 11¼c. per lb.

SHEATHING COPPER—Trade is active, and some orders are now being delivered that were booked for import some time ago. We quote: 14½ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—The demand is fair for iron pipe. Galvanized pipe has been going out quite freely during the week. Stocks are low in galvanized iron. We quote as follows: English, ¼, ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ⅜ and ½-inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Business is being well maintained. We quote: Domestic galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.25; 35 gal., \$7.25; 40 gal., \$8.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—There is very little doing from stock. We quote: For import—52-sheet boxes, \$2.35; 60 ditto, \$2.45; 75 ditto, \$2.55; Alaska, \$2.85. From stock we quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20x28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Trade shows some improvement again, large quantities of cokes having changed hands during the week. Charcoals are also in fair demand. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade is fairly active at the unchanged discount of 60 per cent.

SHEET BRASS—Is going out freely in all gauges. Discounts, 25 to 33⅓ per cent., according to quantity.

TERNE PLATES—The demand is increasing, and prices are firm. The idea for best brands is \$6.

SOLDER—Demand continues good for small lots. We quote 11½c. for standard and 12c. for half and half.

ZINC SPelter—Stocks are low and prices firmer, figures now being: Imported, ton lots, 4⅝c., and small lots, 4¾c.

SHEET ZINC—Very little doing. We quote 5¼ to 5½c.

ANTIMONY—Quiet and unchanged. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

GLASS.

Trade in window glass continues quiet. Business so far this season has not been satisfactory. The price of plate glass is still being cut. We quote: Window glass, from stock, \$1.15 to \$1.25 first break in 50-foot boxes, and \$2.20 in 100 foot boxes.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

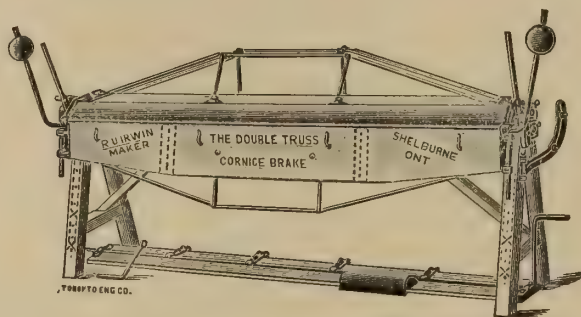
MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

. . . MONTREAL . . .



Our 8-foot
Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot header for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS
CORNICE BRAKE CO.

Shelburne, Ont.

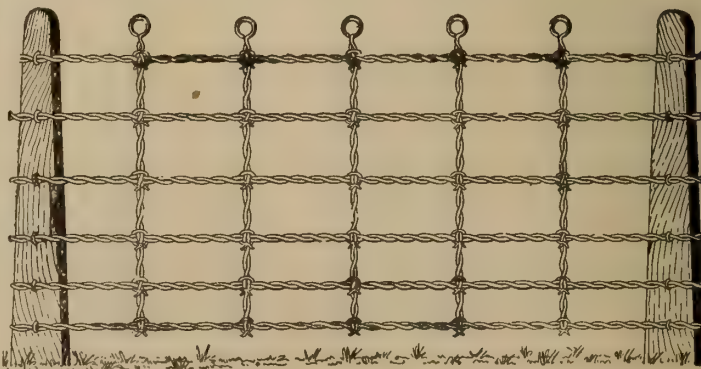
BRUSHES—

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers MONTREAL BRANCH, 301 St. Paul Street

The Collins Twist Wire Fence No. 2

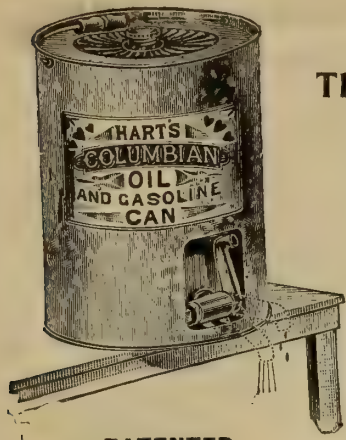
The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St West Toronto, Ont.

Established 1860.

Incorporated 1895.



PATENTED.

The Columbian Faucet Can

FOR OIL AND GASOLINE.

The simplest Can ever put on the market. The Faucet is hung on a swivel and the stream can be stopped at once by raising the Faucet, the cut-off being so perfect that there is no possibility of drip or waste.

The Thos. Davidson Mfg. Co. Ltd.

Send for Sample.

MONTREAL.

OLD MATERIAL.

Business during the past week has been fair. We quote: Agricultural scrap, 50 to 55½c. per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2½c.; zinc, 1¾ to 2c.; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

Trade is fairly active in turpentine and linseed oil, but outside these particular lines there is not much doing. Linseed oil is weaker in England, and prices there are now below the lowest point touched last year. In order to get the same level of values advisers state that it will be necessary to go back four years. Prices have been reduced 1c. per gallon in Toronto and Ontario points. Red lead is still in good demand, with supplies short. Trade in liquid paints is not as brisk as it was, although fair quantities are still going out.

WHITE LEAD—Ex To onto, we quote: Pure white lead, \$4.75 to \$5; No. 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3.75 to \$4; dry white lead in casks, \$4.50

RED LEAD—We quote: \$4.25 in casks, \$4.50 in 100-lb. kegs; \$4 for No. 1 in casks and \$4.25 for ditto in kegs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½c.; 50-lb. drums, 14c.; 1-lb. packages, 15c.; ½-lb. packages, 17c.; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 54c.; ditto, 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; ditto, 5 to 9 barrels, 56c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 43c.; 5 to 9 barrels, 42c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote: Genuine red lead, in 100-lb. kegs, \$4.25; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

WOOL.

Business on the Toronto market was dull to-day, no doubt on account of the cool spell, which prevents clipping. Some buying is being done outside, but not to any great extent. Dealers still pay 18c. for choice fleece, 15c. for rejections and 11c. for unwashed.

PETROLEUM.

Trade continues fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16½c.; carbon, safety, 18c.; Canadian water white, 18c.; American water white, 21c.; Pratt's astral, 22c.

MARKET NOTES.

Building paper is lower.

Zinc spelter is practically higher.

Linseed oil is 1c. per gallon lower in Toronto and Ontario points.

White glues are a shade easier on account of a falling off in the demand.

H. S. Howland, Sons & Co. have in stock another shipment of screen doors and windows.

No. 2 American Southern soft pig iron was offered on the Toronto market this week at \$15.40 spot cash, freight and duty paid.

The new sample room of the James Robertson Co., Ltd., is about completed, and the firm extend a cordial invitation to all to visit it.

Mr. A. J. Somerville, president of the On-

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

tario Lead and Barb Wire Co., who purchased the plant of the Safety Barb Wire Co., of New Toronto, intends removing the same to Hamilton.

The James Robertson Co., Ltd., report big shipments of their line of lawn sprinklers, especially the "Crescent Arc," "Peerless" and "Wolverine."

M. & L. Samuel, Benjamin & Co. are showing some special values in furniture handles and drop handles and will be pleased to answer enquiries concerning same.

M. & L. Samuel, Benjamin & Co. are handling the brands of binder twine made by the Consumers' Cordage Co., and the Continental Twine and Cordage Co., and will be pleased to quote prices on application.

H. S. Howland, Sons & Co. report that having a large stock of "Dead Shot" powder they propose for a short time to give their customers the advantage of present prices in spite of the sharp advance in the United States.

Owing to the increased demand for "Famous" and "Imperial" enamelled wares, the McClary Mfg. Co., of London, have been compelled to extend their original building for their manufacture a second time, now adding a two-storey brick addition 40 feet long by 60 feet wide. The addition will be used for a storage for the chemicals, and the melting ovens will also be placed therein.

The Hamilton Hardware Co. report continued success with the "Reliable" gasoline stoves. The merchants throughout the province are now duplicating orders freely, and prospects are in favor of more than doubling last year's output in Canada. The same company received last Saturday over 400 stoves, which, by the way, were transported over the newly opened Toronto, Hamilton & Buffalo Railroad.

M. & L. Samuel, Benjamin & Co. have been making some large shipments of Paris green this week. The Paris green they are handling is guaranteed pure, Government standard, and is put up in different size packages; also in bulk. A rise in price is confidently expected at an early date, and buyers are advised to purchase at once, before the advance.

UNITED STATES MARKETS.

NEW YORK, June 5, 1896.

PIG TIN—Change official quotations were lowered to 1350 for spot and 1340 for June delivery, but there was little if any actual tin on sale at under 1355 to 1360c. f.o.b. Demand continues moderate, but deliveries take up a good part of the new supply that comes forward. It is understood, however, that this month's shipments from London will be above the late average.

COPPER—The market for ingot remains firm under the influence of continued good

export demand, and European purchases help the market for other varieties of the metal also. London advces came higher and served to strengthen confidence. The line of prices is 11½ to 11¾c. for Lake Superior, 11½ to 11¾c. for electrolytic and 10⅞ to 10⅞c. for casting stock, according to brand.

PIG LEAD—There was slightly more demand, and with 3c. bid for quite good-sized lots of common domestic. Only a moderate business resulted, however, since holders wanted 302½c. upward. London cable was £11 2s. 6d. for soft Spanish.

SPELTER—There is still considerable irregularity in quotations from primary points and slackness in orders here. Good brands could probably be purchased at 4c. here, but up to 410 to 415c. is quoted for some brands. London cable quoted £18 for good merchant brands.

ANTIMONY—Small sales are being made at 7½ to 7¾c. for Cookson's, 6⅞ to 6¾c. for Hallett's, and 6½ to 6⅞c. for Japanese.

TIN PLATE—The market remains in a quiet condition, with very slight movement in prices, and no really new feature in the general surroundings.

IRON AND STEEL—There is no improvement in business in crude material here, and orders for finished products are also moderate. Prices remain practically as quoted for a fortnight or more.

PERSONAL MENTION.

MR. C. M. Robertson, secretary-treasurer of the James Robertson Co., Ltd., was on Wednesday married to Miss West, of Toronto. After the ceremony and reception at the bride's residence the bridal party left on an American tour. **HARDWARE AND METAL** begs to tender its congratulations.

Mr. Monro, of the Canada Paint Co., was in Toronto for a few days this week.

Mr. S. T. Nicholson, president of the Nicholson File Co., Providence, R.I., was in Toronto this week.

A. Foucar, of Rosemont, and J. A. W. Allan, of Newmarket, were among the country merchants who were noticed in Toronto this week.

Mr. W. H. Carrick, vice-president of the Gurney Foundry Co., of Toronto, sailed on Saturday on the steamer Umbria for Great Britain. Mr. E. Gurney was down to see him off.

Mr. Chatfield, of Chatfield & Co., steam and gas fitters, plumbers, etc., St. Catharines, was in Toronto this week on business. Mr. Chatfield reports trade fair. The principal building going up in St. Kitts is that for the manufacture of acetylene gas. This building is on the canal and is of considerable proportions.

Spend not your substance in trying to work out visionary business schemes, but exercise your brains and muscle in developing practical business methods.

HARDWAREMEN!



Has it ever occurred to you that we are the largest manufacturers of Shoe Dressings, Inks and Shoe Blackings in Canada? Write for Price List.

BERLIN, - - - ONT.

THE OAKVILLE BASKET CO.,



Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

THE OAKVILLE BASKET CO.

There is a "best" in everything.

BUY-CYCLES

but do it carefully.
There are many GOOD wheels—there are some better than others. . .
There is one best

THE STEARNS 

The Yellow Fellow.
Consult your interests by reading our catalogue; it tells many truths about bicycles. Its free.

AMERICAN RATTAN CO.
TORONTO, ONT.
CANADIAN SELLING AGENTS.

TRADE NOTES FROM HALIFAX.

THE volume of trade during the month of May was by no means satisfactory to our merchants, although travelers from the Upper Provinces report orders up to the usual. This month promises to be dull. Considering the public works of various natures in course of construction in Halifax, the retail trade is no better than it should be. A great many buildings are going up, including the \$100,000 drill hall; an electric tramway is being built, and the new gas company are pushing matters. It is estimated that the works in course of construction in the city represent over two million dollars, yet hardware dealers say they do not feel it to any perceptible degree. Prices remain without change.

Makers of gold mining machinery have their eyes on Nova Scotia at present, where new mines are being developed with considerable success. The Golden Lode mine and the Brookfield mine, of which extensive reference was made in *HARDWARE AND METAL* three weeks ago, are still to the front. For the month of May the Golden Lode mine produced 219 ounces, and the Brookfield mine 565 ounces. The latter beats the record for the Queen's County mine. The yield was from 476 tons of quartz crushed.

A LIVE HARDWARE FIRM.

The London Hardware Co., better known as McLean's Hardware, have improved the appearance of their window front by replacing the former show window by a single plate-glass front, making a commodious and attractive display of all kinds of novelties, shelf and heavy hardware. This live and enterprising firm lose no opportunity and spare no cost to advance their interests.

STEEL CONDUIT CONTRACT.

The Board of Control of the Toronto City Council met on Thursday afternoon, when tenders were opened for the new six-foot steel conduit, and for a new tank with gates in connection with the work. Four tenders were opened for each contract. The lowest for laying the conduit was from the Collins Bay Rafting Co., at \$24,500. The lowest for the gates was from Mr. John Perkins, Toronto, at \$5,345. The contracts were given to these firms.

The accident to the big electric railway dynamo has turned out to be more serious than at first supposed and it will probably take several weeks to repair it. The company has telegraphed to the factory of the makers in Schenectady, N.Y., for expert men to make repairs. Meantime, the company is running the service on the small engines and dynamos which were used before the new machinery was put in, but they will not be able to handle all their cars with the power thus supplied. Every effort will be made however to accommodate the traffic in the best possible manner.—Free Press, Winnipeg.



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

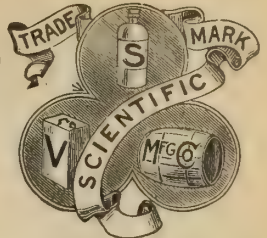
Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

If you handle

"SCIENTIFIC"
STOVE
ENAMEL

For family use



Stove Paste

5-lb. pails for store use

Stove-Pipe Varnish

In self-sealing tins

You are handling THE BEST. See prices
in market quotations.

Western Agents—W. F. Henderson & Co., Winnipeg.
Eastern Agents—W. S. Clawson & Co., St. John, N.B.

Scientific Varnish Mfg. Co. - Toronto.
Telephone 2905.

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

THE GLOBE FILE
MFG. CO.'S

Mowing Machine Files
Mill Saw Files
Taper Saw Files
Pit Saw Files
Bastard Files

ARE THE BEST

We use nothing but the latest Improved
Machinery in our Factory.

Every File Tested and Warranted

Warehouse: MONTREAL

Manufactory: PORT HOPE, ONT.

ESTABLISHED 1856

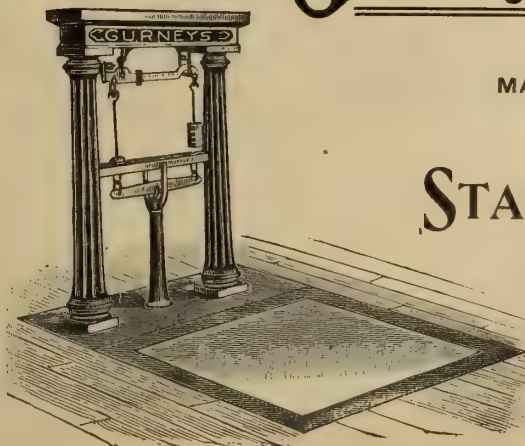
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

TRADE CHAT.

The contract for the new iron bridge across Kettle Creek has been awarded to the Stratford Bridge Co. at \$349.

Mr. Chas. Hill has opened out a carriage wood shop at Streetsville.

Mr. Abraham Simpson, proprietor of the Commercial Hotel, Port Colborne, drowned himself in the canal.

The Hamilton Smelting Works' debentures, amounting to \$40,000, were handed over to the company on Tuesday.

James S. Atkinson, general dealer in Albert County, N.B., has assigned. Liabilities about \$10,000, assets about \$2,000.

The early closing by-law recently passed by the Council of Montreal has been pronounced bad law by Recorder DeMontigny.

Crops throughout Kingston Township are in splendid condition, and unless something unforeseen arises the yield will be abundant.

The collections at the Customs office, Guelph, for the month of May amounted to \$3,762.38. For the same month of last year the collections were \$6,594.08.

At Island Park on Saturday afternoon Samuel, Benjamin & Co. defeated Barber, Ellis & Co. at baseball by a score of 26 to 7. Batteries: Burnstein and Ryan; Pouller and Cullross.

The contract for about 14,000 barrels of Portland cement for the Trent canal has been awarded by the Department of Railways and Canals to the Rathbun Co., of Deseronto, whose tender was the lowest.

Mayor Tuckett, of Hamilton, has received a letter from Mr. E. A. C. Pew, asking him to meet the representatives of the Lozier Bicycle Co. The company proposes to manufacture moto-cycles here, if they can make suitable terms with the city.

Mr. Arthur Lyman Massey, of the Massey-Harris Co., grandson of the late president of the company, Mr. H. A. Massey, was married on Tuesday to Miss M. E. Bonnell, daughter of Mr. Wm. Bonnell, 402 Bloor street west, Toronto.

Nearly seventy-five wells have been bored by the provincial well-boring machines this year. The locations of the apparatus at present are as follows: North of Oak River, west of Lake Manitoba, in the Killarney district, and between Portage la Prairie and Gladstone.—Free Press, Winnipeg.

The Saw Bill Lake Gold Mining Co. has been incorporated, with a capital stock of \$100,000 in \$1 shares. The incorporators are: Messrs. Harold Andrew Wiley, G. T. Marks, F. S. Wiley, of Port Arthur; Wm. Southam, J. H. Tilden, John Hoodless, T. H. Lees, H. N. Kittson, Henry Beckett, F. C. Bruce, of Hamilton.

The horseless carriage, which has been coming into use somewhat widely in France, is now reported as about to be introduced

for public transportation purposes on the streets of the British metropolis. The London Electric Omnibus Company, a newly organized concern, will, it is announced, soon place 125 horseless vehicles in use in that city.

The Western roads have been trying to induce the Eastern managers to protect them against the Canadian Pacific by allowing them such through rates as will enable them to compete. The Grand Trunk and Michigan Central are suffering severely from the Canadian Pacific's competition, and they have asked to be allowed to pro rate with the Western roads, but the managers have absolutely refused to grant their request.

A significant indication of the unfavorable trade conditions prevailing this year is shown in the consolidated report of the Chicago National Banks for the current month. As compared with May of last year, the item of loans and discounts shows a decrease of \$5,800,000 and in individual deposits there was a decrease of \$2,700,000. These figures should have shown a healthy growth instead of a decline. They indicate diminished activity in manufacturing and commercial lines.

The annual meeting of the Niagara Falls Power Co. was held on the 1st inst., and the old directors and officers were re-elected. The principal officers are: President, Dr. Coleman Sellers, of New York; vice-president, Benjamin Flagler, of Niagara Falls, N.Y.; second vice-president, Charles Sweet, of Buffalo. Contracts were executed with the Westinghouse Electric Co. for seven more 5,000 horse-power dynamos, and the E. D. Smith Co., of Chicago, for the wheel pit and power house extension. The works will involve about \$3,000,000. The extension is to furnish power for Buffalo.

Manufacturers and dealers in farming machinery and implements in the Northwest report that their spring shipments have been very nearly double those of last year, and far greater than ever before for the season in the history of the trade, except in 1892. Probably, however, the actual number of

pieces handled this year was larger than in 1892, as prices are about 20 per cent. lower, and the comparison is made in values. Trade conditions in that part of the country are generally far better than they have been in any season for the past five years.

The creditors of David Daniels, general store, Bracebridge and Burk's Falls, will meet on Friday in the office of Henry Barber, the assignee. The statement shows assets of about \$8,500, \$6,000 at the Bracebridge store, and \$2,500 at Burk's Falls. The liabilities total about the same amount. It is probable that an arrangement will be effected.

THE VICTOR



Theile & Quack's Celebrated.

WINDOW GLASS

We have just received a large assortment of window glass, also Picture Glass in Star, Diamond Star and Double Diamond Star. It is a pleasure to receive this glass in such good order, well packed, fine quality and in good boxes. We are prepared to quote low prices if you want one box, twenty-five, fifty or one hundred boxes. Send us your specification for quotation. We have also Enamelled Glass, Cathedral, Rolled and all fancy colors.

A. RAMSAY & SON

MONTREAL.

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

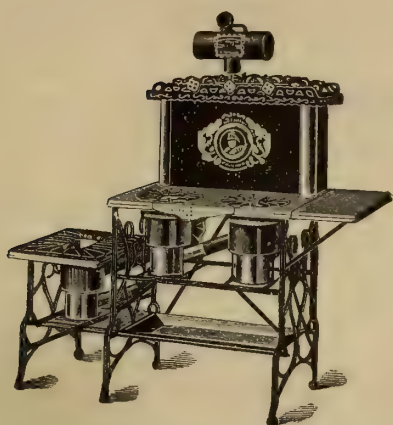
Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



ELECTRICITY VERSUS STEAM.

THE adoption of electricity as a motive power on steam railroads, says Age of Steel, has been a matter of considerable discussion. The pro and con of a yet unsettled question have each had stubborn maintenance. Crude statements and hasty conclusions have had a pyrotechnic epic. Visionary projects and prophecies have been in order, while a blind and unreasonable opposition to electrical possibilities has been equally demonstrative. Such, however, as are not in the habit of indulging in leap frog and acrobatic conclusions and were content to suspend a decision till the evidence was all in, have neither been misled by the enthusiastic prophet, or hoodwinked by the unreasonable doubter. Science is a patient worker. Its triumphs are the results of processes worked out on logical lines. It cannot deviate from a straight line to make imaginary circles. It feels its way to causes and laws. It has to be strict in its methods and exact in its conclusions. It has by this fidelity

wrought out its success, and until its final work is done in certain lines it is hardihood to limit its possibilities. The common sense of the average man accepts this condition, and the application of electric power to railroad service has been a matter of suspense rather than scepticism. Recent experiments have justified this discreet reticence. Electricity by improved apparatus of service, involving both economy and efficiency, is gradually making its way in traction uses, and it is now being generally accepted, even by those the least willing to surrender their old opinions, that short lines of railroad can be operated by the new motive power.

The impression is certainly gaining ground that under certain conditions electricity has the advantage of its great steam rival. The electric locomotives used at Baltimore have been an entering wedge in some very obdurate and resolute prejudice. The Pennsylvania and the New Haven Railroad systems are reported as favoring electric power, while the co-operation of the Westinghouse Company and the Baldwin Locomotive Works in devising and experimenting in new types of locomotive certainly indicate the confidence of practical men in electrical progress. In speaking of this matter, the

master mechanic of the Pennsylvania Railroad is quoted as saying:

"Last summer the Pennsylvania Railroad made its initial experiment in the use of electricity on a line from Burlington to Mount Holly, N.J. The success of this experiment was beyond question.

"Within a month the time schedule was made at the rate of over 60 miles an hour, with frequent trains. The service has been found to be far superior to anything known in the steam railroad practice, and the economy in operation is more than we expected. An electric locomotive has been used not merely in hauling trains, but switching service in the yards."

The chief electrical engineer of the New York, New Haven & Hartford Railroad adds his testimony to the foregoing by saying: "We have proven by the operation of the Nantasket Beach line that electricity is economical. I look to a rapid substitution of the current for steam."

These statements, whether prematurely made or otherwise, are certainly indicative of a growing conviction that electricity as a motive power is likely to make some serious encroachments on the service now controlled by steam.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

CARRIER, LAINE & CO.

264½ St. Joseph St., QUEBEC.
145 St. James St., MONTREAL.

— LEVIS, P.Q.

Engineers, Machinists, Boiler Makers, Founders, Ship Builders and General Contractors, Bridge Builders.

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

MOLDERS ON STRIKE.

THE Toronto Radiator Co. was without a staff of molders for a few days this week. The cause thereof was a strike.

The company in question is putting in a new smelter, and, in consequence of this, it will be necessary in a few weeks to shut down the molding shop for probably a month. As the firm is busy and desired to rush work between now and closing down time, it asked the men in the molding shop to forego their Saturday half holiday. Accordingly, on Friday last this notice was posted up: "Molders, coremakers and all other employes of the foundry are requested to work on Saturday until further notice, as it is expected that the foundry will be closed down for a short time during alterations."

That night a meeting of the Molders' Union was held, when the men employed in the Toronto Radiator Co.'s foundry were ordered not to return to work until an understanding was arrived at with the company. Accordingly, on Saturday morning the foundry was without a staff of molders, and pickets were posted outside the works. Mr. Taylor, the manager, then issued instructions to have the strikers formally discharged. On Monday and Tuesday the foundry remained closed, but on Wednesday it was started up again, and among the new staff were about 15 of the strikers, who

had come back on the company's terms. The Toronto Radiator Co. has decided that hereafter it will not recognize the Union, and will deal only with the men individually.

CUSTOMS' DECISIONS.

The decisions of the Board of Customs at the recent meeting at Ottawa have been approved by Controller Wood. They are only three in number. The first relates to the proper rating of figured or blistered walnut and French burl or Circassian walnut veneers, used by piano manufacturers, and the decision is that they are dutiable at 5 per cent. under the provisions of item 367 of the tariff. The second is with respect to small peach trees, known as "June buds," and the decision is that they should be rated as peach trees at 3c. each, under item 70. The third is that sheet copper, cut in circles, is entitled to free entry, under item 358.

LARGE MINING SALES.

A telegram received this week in Toronto announces that three of the largest mines in the Rossland camp, in British Columbia, the Le Roi, the War Eagle, and the Iron Mask, had been sold, in London, Eng., to British capitalists for \$5,000,000, \$2,000,000, and \$1,000,000 respectively. These sales, when compared with the price of stocks of the same mines not long ago, indicate the wonderful development that has taken place in

the district. The Le Roi was capitalized for \$2,500,000 in \$5 shares. They sold two years ago for 6c. a share. Last year they jumped from 40c. a share in April to \$4 a share in December, and recently they have been held at \$10 a share, a price just equal to the result of the sale. The War Eagle shares also advanced from 15c. in February, 1895, to \$1.85 a short time ago. There are now 12 mines working in the Trail Creek region, while in the famous Cripple Creek region in the United States, there are 17.

Fire did \$1,000 damage to stock on the premises of the Hartshorn Spring Shade Roller Co., Toronto, on Monday evening. The loss is fully covered by insurance.

The collector of Customs at this port has now authority to issue export certificates good for three months to parties residing in Windsor and taking their bicycles to Detroit daily, so as to avoid the necessity of their obtaining a certificate each time they cross the river. In cases where tourists are known to the collector and intend remaining in Canada only one day, the collector may exercise his discretion in allowing free entry, taking the precaution to keep a record of the name and address of the tourist, together with the number and name of the maker of the bicycle. This is a considerable amelioration of the somewhat stringent rule lately issued. — Windsor Record.

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS
DROP FORGINGS
RIVET IRON
SET SCREWS

STAY BOLT IRON
CARRIAGE IRON
AXE IRON
AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

*Bicycle and Drop Forgings of all kinds,
etc., etc.*

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

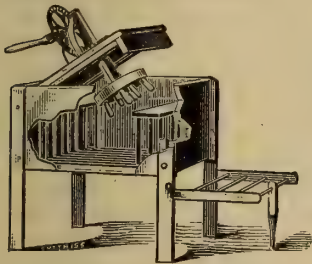
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & Co.

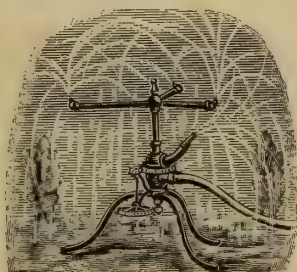
Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

RUSSIAN IRON.

THE iron industry in Southern Russia is rapidly developing, thanks to a great extent to the investment of Belgian capital, says an exchange. At the initiative of Belgian capitalists one iron works is built after the other, but although the bulk of the requisite money appears to hail from Belgium, home capital is also being invested in the same undertakings on no small scale. Not only are new works erected, but old ones are bought and extended; as an example may be mentioned the engineering works of Eson & Co., close to Iekaterinoslaw, which has been transformed into a branch of the new firm, "Acieres du Midi de la Russie," where the first cast steel manufactory in the south of Russia will be installed. Another new manufactory is the one of the Societe Metallurgique d'Estampage, close to the Nishne-Duleprowsk railway station, on the Iekaterinen line, which, as the name indicates, will go in for stamped articles, bolts, screws, etc. The Parisian firm of "Barican" is building a machine factory at Nickolajew, and numerous other projects of a similar nature are in a more or less advanced stage. This universal impetus to new industrial undertakings is not confined to the iron industry alone. The Drewitzky coal mines have also been sold to a Belgian syndicate, and two other Belgian companies have been formed for the purpose of erecting glass manufactories in Southern Russia.

STIMULATING DEMAND.

"When the slight advances in Bessemer ore and Connellsville coke were made a year ago," says The Iron Trade Review, "a demurrer was occasionally heard in the suggestion that an advance in prices of raw materials should come as the result of expanding demand for finished products. But the course of iron and steel markets in the few months following these advances proved that at that particular juncture the initiative very properly came from the two great primary interests that took it. While the situation to-day differs in many particulars from that of one year ago, there is this similarity—that the effort to stimulate demand by advancing the prices of primary products is being repeated. The advance on coke, which was much more radical than that of 1895, was made three months earlier than last year, and the ore advance is more radical; yet the method is that of 1895. It is to be noted, further, that the movement this time is a larger one than that of last year. The week just past has added to coke and ore, southern pig iron, Bessemer steel billets and Lake Superior charcoal iron, as products on which prices are to be maintained by the strength of organization, or, as in the case of coke, by control of the bulk of the product."

HENRY BOKER & CO.'S

TREE BRAND



Razors, Scissors

and Pocket Cutlery

Are made a Specialty

BOWMAN, KENNEDY & CO., LONDON

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1840.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE building permits which have been issued in Toronto for the present year, up to June 1, have not been a source of gratification to the plumbing and steam-fitting trade of the "Queen City," the value of the buildings represented by the permits only being about \$20,000 more for the five months than for the month of May last year alone.

No important contracts are being awarded just now. There is a great deal of specifying being done, however, but whether much work will result therefrom remains to be seen.

PROSPECTIVE AND AWARDED CONTRACTS.

The contract for the heating and tinsmithing required for the new Roman Catholic convent at St. Thomas has been awarded to the Stacey Hardware and Manufacturing Co. and for plumbing to Charles Bull.

The contract for erecting the new Knox church at Woodstock has been awarded to McIntosh & Griffiths, of the same place. The price is \$28,250, which does not include the heating.

Building permits to the value of \$59,250 were taken out in Hamilton last month; an increase of \$32,065 over the permits in the month of May last year.

The Tilsonburg Town Council has just passed a motion submitting a by-law to the people authorizing the issue of debentures to the extent of \$8,000 for the purpose of erecting a town hall, council chamber, market building and fire hall combined. The voting takes place on June 15th.

ESTIMATES OF RADIATION.

We take the following from a paper which recently appeared in Metal Worker :

It is probably the practice of the majority of contractors to figure radiation on a basis of some ratio between the surface and the contents of the room in cubic feet. The ratio, to be sure, is based fundamentally on what experience has proved to be ample; but it is at its best nothing but a broad guess, and applied usually with the intention of making sure of getting enough, even if a little too much, rather than representing an attempt to approximate the exact requirements. If it is a mistake, it is a mistake in the right direction, as more than enough means enough can be secured, while too little means failure. There is also another point to be observed as touching upon this question—that is, that any apparatus is designed and if of ample size, must be large enough to meet the demand of only one or two particular days in the winter, which are the coldest days—just how cold they will be cannot be exactly determined or relatively just how hard it will be to warm the house

during that time, but it necessitates the adoption of a liberal policy in estimation to offset this indefinite factor.

THE SYSTEM OF RATIOS.

In the system of ratios the radiation is determined with one other single item—namely, the space to be warmed—the other conditions of exposure, wall, windows, etc., receiving their recognition in the selection of the ratio. This selection calls for the exercise of judgment, unquestionably, and such exercise of judgment, directed by experience, can insure good results.

The uncertain element in this method may be considerably reduced, however, by using a few more of the definite factors which can be readily obtained for the calculation, and thus tend to eliminate indefiniteness. It has been previously remarked that each room was a problem in itself. This is because no two rooms are exactly alike in regard to location, exposure, and such details as would influence the question of warming them. Cubic feet of space to be warmed never gives anything more than a rough approximation of the needs, and it would seem as if it would pay to go a little deeper into the matter and take every advantage of what facts were at hand bearing on the question.

The tabulated lists of these ratios, which are circulated, arrange the ratios generally on a basis of the use to which the room is to be put and the number of sides of the room which are exposed, but further than these two points there is no recognized difference. The fact that a room is a living room and has two sides exposed is good information, but it does not go far enough, and the contractor has still to introduce from his own judgment any necessary allowance occurring from any unusual features in the room affecting its warming, and unless some kind of method is used in handling these incidental features the estimate can readily be made faulty. It would not seem necessary to go into intricate calculations for every room or for each individual radiator, as probably, in the majority of cases, after a little experience, the estimate is a close approximation to the actual requirements, but when any unusual features are introduced it would be well to base any recognition of them upon some tried plan of reducing them to a form where they can be reached by the ordinary methods.

Generally speaking, any two rooms used for the same purpose will differ, outside of their location, so far as exposure goes, merely in the matter of extent of glass and wall exposed, while the cubic contents allows for any difference in size which would influence any estimate for proportioning the radiation for the room. Of course, the office

of the radiator in maintaining the temperature in a room is to put into the room the heat which is lost through the windows and walls. As most or all of the heat lost passes out through the walls and windows, it would seem no more than right that relative extent of glass surface and wall exposure should have a fair place in any estimate for radiation. Cubic feet of space in a room does not necessarily indicate much concerning it, but it does make in a general way a fair method of comparison between two rooms; for instance, after a due consideration has been given their relative glass and wall exposure. What, then, is wanted, as a basis for estimating radiation, is some rule or formula which will give a proper recognition to the conditions which govern the loss of heat from the room, and establish its relative degree of exposure.

MORE EXACT RULE.

Such a rule must not be sufficiently intricate to necessitate any very laborious calculations or lean too much to the introduction of fine considerations, but it must be simple in both its extent and working, and yet give a just balance to the conditions. There is such a rule, but one which, in spite of the fact that it is not exactly new, does not seem to be very widely known. It reads something in this way :

In estimating for size of radiator for a room allow 1 sq. ft. of radiating surface for each 2 ft. of glass, 1 for each 20 sq. ft. of wall exposed and 1 for each 200 cu. ft. of space to be warmed.

This rule is short and concise, in a shape to be easily remembered and applied, and is backed by good authority. It is recommended by John H. Mills in his book "Heat for the Warming and Ventilation of Buildings," where also appear a number of tables of calculations of radiators for rooms with different exposures, worked out by the author on this basis. This recommendation alone is sufficient to give the rule a good standing and establish its merit. Its construction as a thumb rule can be easily impressed upon the memory as the 2-20-200

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed.

Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties:

SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

55, 57 and 59 Richmond Street East . . . **Toronto**

rule, and while assisting greatly in recalling it to mind, it can be readily seen how easily these factors can be introduced into a mental calculation. The only extra figuring necessitated by the use of this rule is to estimate the amounts of window and wall exposure, which calculation, it would seem, would be well paid for by the extra element of certainty which such calculations would impart to the final estimate of radiation needed. With the more usual method of estimating merely on a ratio basis the results may have been certain enough, but with this rule, which requires but little more attention, a check is furnished for the ratio estimate, which would be well worth the trouble.

Take, for instance, a room having, say, 2,400 cu. ft. of space to be warmed. An estimate for a radiator for the room on a ratio basis of 1.50 establishes the size of the radiator at 28 sq. feet. This estimate may be all right, depending upon the judgment of the one estimating, but if, after a little additional figuring, it was found that the room in question had, for instance, something like 20 sq. ft. of glass and 120 sq. ft. of wall exposed, the original estimate is strengthened and

proved, as the 20 sq. ft. of glass would call for 10 sq. ft. of surface, the 120 sq. ft. of exposed wall would require 6 more, and the 2,400 cu. ft. of space needing 1 ft. of surface for each 20 cu. ft. of space, adding 12 sq. ft. more of radiation, makes a total of 28.

Perhaps the best way to work the rule, at least for those who are more accustomed to the ratio method, is to use the two together on such occasions as call for a little extra consideration, first estimating on a ratio basis, and then by the 2-20-200 rule. If the two results approximate it is fair to assume a considerable confidence in the correctness of both, if the results vary a little an average of the two may make a safe determination, while if they are considerably at variance it would look as if it were well to reconsider one or both of the estimates. The final results from the 2-20-200 rule always represent steam surface or water if it is intended to run it at steam temperature. The common practice would, however, probably call for an increase of from 25 to 30 per cent. in case the estimate was for a water radiator. This rule does not apply when the heating of any room under

consideration involves any feature of ventilation, but it is intended to cover only such cases as come under the ordinary requirements of direct heating from direct radiators.

A RUSTY NAIL KILLS A PLUMBER.

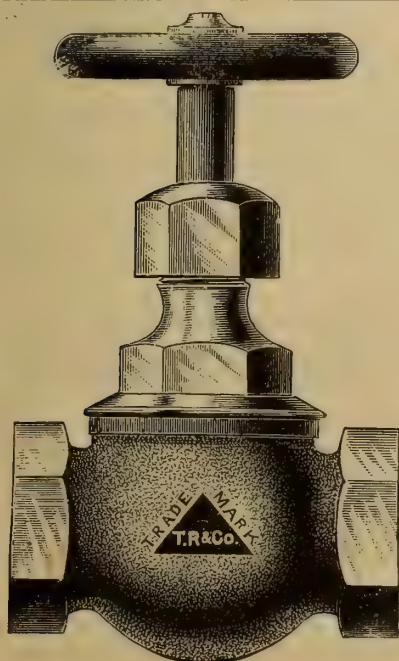
Mr. Nelson Landry, a plumber, of Rideau street, Ottawa, died the other day from blood poisoning, caused by a rusty nail entering his foot on Thursday. The injured leg soon swelled to unusual proportions, and the patient's condition gradually became serious, and soon was beyond the power of physical skill.

PLUMBING NOTES.

Crevier & Hetu, plumbers, Montreal, have dissolved. Business will be continued by S. C. Crevier.

Landry Nelson, plumber, Ottawa, is dead.

Thomas Armstrong and Edward Petit have registered a partnership to carry on business in Montreal as plumbers, under the style of Armstrong & Petit.



T. R. & CO. Metallic Disc High Pressure Steam
Metal Globe and Angle Valves

Brass and Iron Body Valves, Stop Cocks, Gauge Cocks, Water Gauges, Water Gauge Columns, Grease Cups, Glass Oilers, Oil Cups, Lubricators, Gong Bells, Steam Whistles, Steam Gauges, Gauge Glasses, Ejectors, Injectors, Inspirators, Brass Fittings, Air Cocks, Air Valves and all kinds of Steam Packing.

"CORBALS BEST BEST" GALVANIZED SHEET IRON guaranteed to double seam with and across the grain.

THE LEADING BRAND

Thomas Robertson & Co. — MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

R. E. BROUGHAM, tinsmith, For-
ester's Falls, has assigned to **J. H.**
Reeves.

Hurtubise & Co., hardware, Montreal,
have assigned.

Charles Mair, general merchant, Kelonna,
B.C., has assigned.

Desrosiers & Co., foundry, Louiseville,
Que., have assigned.

W. Burton, general merchant, Portage la
Prairie, Man., has assigned.

J. L. Roberge, general merchant, St.
David, is offering to compromise.

J. S. Atkinson & Co., general store and
lumber, Albert, N.B., have assigned.

S. & J. Carre, general merchants, Coteau
Landing, Que., is asking an extension.

Ludger Paulin, blacksmith, etc., has as-
signed, and assets are advertised to be sold
by auction.

Wilson & Sellen, casket manufacturers,
St. John, N.B., are offering to compromise at
40c. on the dollar, payable in 1 and 2 years,
unsecured.

PARTNERSHIPS FORMED AND DISSOLVED.

The Montreal Locked Wire Fence Co., of
Montreal, have dissolved.

M. Desbrisay, general merchant, Mission
City, B.C., has admitted **H. A. Bulwer** as
partner.

C. W. Graham, hardware merchant, Win-
nipeg, is admitting **R. Rolston** as partner,
under the style of **Graham & Rolston**.

T. F. G. Foisy, sr., and **Gudare C. Snyder**
have registered a partnership in Montreal
to carry on business as the **Rivington Cut-
lery Co.**

Freize & Roy, general merchants, Mait-
land, N.S.; a new co-partnership has been
formed by **Mrs. Mary Roy**, **Mrs. A. Putnam**
and **Lewis Putnam**.

CHANGES.

T. Cote, blacksmith, St. Martine, Que.,
has sold out.

J. F. Bezner is starting a general store at
St. Clet, Que.

Hormidas Fortier is starting a grocery
store in Montreal.

The Whip Co. of Toronto is applying
for incorporation.

W. Walker, manufacturer of cans, Mon-
treal, has sold out.

E. Caron is opening out in Sherbrooke,
Que., as a machinist.

R. H. McMinn is opening a general store
at Little Current, Ont.

A. Dion is opening a general store at St.
Pierre les Becquets, Que.

J. G. Gagnon & Co. are starting a general
store at St. Andre, Que.

Menagh & Cooper are starting business
in Montreal as bicycle dealers.

Alfred Desjardins, general merchant, St.
Andre, Que., is giving up business.

The Citizens' Light, Heat & Power Co., of
St. Catharines, has obtained a charter.

Cowan Bros., hardware, London, have
been succeeded by **James Cowan & Co.**

The **Wherle Brush Manufacturing Co.**, of
Toronto, is applying for incorporation.

Douglas Bros., galvanized works, Toron-
to and Ottawa, intend closing branch at lat-
ter place.

Matthew Beattie, general merchant,
Campbellville, has been succeeded by **Amos**
Worthington.

Louisa Chute has obtained husband's con-
sent to carry on business as a general mer-
chant in her own name.

S. P. Grimm, general merchant, Spring-
field, N.S., has registered consent for his
wife, **Mary Grimm**, to do business in her
own name.

SALES MADE AND PENDING.

The **Hearle Mfg. Co.**, of Montreal, are
offering business for sale.

E. C. Perkins, general merchant, Mason-
ville, Que., is offering business for sale.

The general stock of **E. H. Rene & Co.**,
St. Zepherin, has been sold at 43c. on the
dollar.

FIRES.

G. S. Cook, general merchant, MacPhar-
son Station, B.C., has been burned out;
estimated loss, \$800.

The premises of **Hartshorn, Stewart &**
Co., manufacturers window shade rollers,
Toronto, have been damaged by fire.

DEATHS.

W. B. Cairnie, furniture, Melbourne, Que.,
is dead.

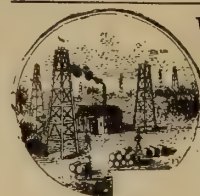
STEEL PIPE FOR LIGHTNESS.

One of the greatest developments that
have lately taken place in this country has
been the increased production of steel pipes
in the place of pipes of cast iron, says an
English trade journal. This has been
largely due to the extension of mining
abroad, particularly in Australia and South
Africa, where it frequently happens that de-
posits of great value occur in inaccessible
places, where there is an absence of water.
These two conditions have made light steel
pipes a necessity, and engineers are now able
to obtain, at much lower cost than cast iron
pipes, in such cases feather-weight pipes,
lap-welded, of mild steel. Steel pipes to
withstand working pressures of 500 feet head
have been supplied from 12 inches diameter
of no greater thickness than No. 12 wire
gauge, weighing for a 12-inch pipe no more
than 39 lbs. per yard, as compared with the
weight of a 12-inch light cast iron pipe of
247 lbs. per yard; 25-inch pipes have been
made 3-16-inch thick, and in one instance
the weight was 132 lbs. per yard, as against
784 lbs for the lightest cast iron pipe, equiva-
lent to 1-6th. In the case of a recent order
for the Buluwayo water-works, the carriage
of steel pipes was £10 per ton, and the ac-
tual saving by using steel pipes was 73½ per
cent. of the estimated cost of cast iron.

LONDON, PARIS, HAMBURG

From all points we can save expense
to direct importers of small shipments.
The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL

VanTuyl & Fairbank
Petrolia, Ont.

Headquarters for . .
Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

PATENTS

Promptly secured. Trade-Marks, Copyrights
and Labels registered. We report whether patent
can be secured or not, free of charge. Our fee
not due until patent is allowed. Write for "**In-
ventors Guide**" and "What profitable to in-
vent." Free. **MARION & LABERGE**, En-
gineers & Experts, 185 St. James St. MONTREAL.

**WIND . .
MILLS**

House and all other kinds
of Pumps, Pump Cylinders
for deep bored wells.

Manufactured by
THE NATIONAL
PUMP WORKS

Send for prices. Montreal

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish
information how to prevent them will always be
timely. We have published, in pamphlet form,
three admirable papers on the above topic, in which
Over-Stocking, Expense, Capital, Credit, Dis-
counts, Buying, etc., etc., are ably discussed. We
will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto

BETTER THAN A POT OF MONEY

For any young man or
woman is a

. . GOOD . .

BUSINESS EDUCATION

The best spot in Canada to secure it
is in Toronto, at the . . .

**Central Business
College . . .**

Corr. Gerrard and
Yonge Sts.

Up-to-date in every particular; modern methods,
thorough work, low fees. A postal will bring
you all particulars by return mail. Address,

W. H. SHAW, Principal**THE BEST FARM AND
GARDEN WHEEL-BARROWS**

At Right
Price

J. H. Connor

Manufacturer

OTTAWA

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, AlabastineBrandram Bros.
Genuine White Lead327 St. James St.,
MONTREAL

"SAMSON" BRAND

PORTLAND CEMENTGuaranteed equal to the best imported.
Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or—

Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**GARDEN
HOSE**Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL



DR. LEAVITT'S

**New Champion
Dehorning Clippers**There are more of these Clippers in use
than all other kinds combined. Sales
have been over 125 per month for the last
year. If there is no agent in your town
send for our wholesale prices.S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.**WANT
ADVERTISEMENTS**Are inserted in this paper at the rate of
two cents per word each insertion, **pay-
able strictly in advance.** Ad-
vertisers may have their replies address-
ed in our care free of charge, but must
send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY

Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

POST-MORTEM ON DEAD SCHEMES

OF all the peculiar characters to be found in trade there is none so provoking and irritating as the person who insists upon holding post-mortem examinations over his dead schemes, says an exchange. We can always find an excuse for the man who fails and accepts his misfortune without a calamity yell; but there is neither defence nor palliation for the weakness that impels or actuates a man to explain the causes of every mistake and outline the reasons for all failures.

There is too much of a tendency to hold post-mortem examinations over blunders. The world cares less about the reasons for the failure than for the reasons why success has been made possible.

There is no one to be dreaded more than the man who talks too much. He is not only a nuisance and an annoyance, but is a disturbance as well. There are some people who are irritating and there are others who are provoking, simply because they do not do the things they are expected to do; there are others who are both irritating and provoking, because they insist upon explaining why they have failed to do the things they should have done and are determined to give reasons for doing things that no business man of ordinary sense will do.

In trade enterprises the only man for whom no excuse can be found or apology offered is the man who works harder to explain his failures than he does to accomplish his purposes. Trade has its friendships and sympathies, but does not care to take part as a pall-bearer in the funeral of misfortune. In short, we care nothing for the failure of a single enterprise, provided there is a successful effort following it; but we do dread the failure that has an unending line of explanations on its trail.

A BIG MINING DEAL.

The Vernon correspondent of The Vancouver News-Advertiser writes: "One of the largest mining deals ever made in this upper country was brought about last week, when Mr. A. H. Craven, representing a company of English capitalists, signed papers which gave him a working bond on the mineral claims owned by the Swan Lake Mining Co. The consideration is \$120,000, \$1,000 of which is to be paid within a month, and the balance by the 15th of December next if the company decide to complete the bond. This group of seven claims is situated within three miles of this city, the property being a huge deposit of free mining gold quartz, of low grade, but of a practically unlimited quantity. Mr. Craven states that if he finds an average value of \$4 per ton he will be well satisfied to go ahead and complete the purchase, in which case he will have an 80 or 100 stamp mill in operation before next spring."

1875.

COVERT'S

1896.

Patented

**VICTOR**This is the leading **WAGON JACK** in America to-day.
No others compare in price and quality.

Covert's Saddlery Works, Farmer, N.Y., U.S.A.

We have put in new machinery by which
we can turn out**HAMMERS AND SLEDGES**of every kind at lower prices than ever
before. Only best steel used. Write for
fuller particulars.**FWLER & RANKINE,**
St. John, N.B.**DO YOU WANT**Wooden Grain Measures, Wooden Vinegar Meas-
ures, Grocery Barrel Covers, Hub Blocks? I
manufacture these, also The Champion Curry
Comb. Send for Price List.**A. ROOT, LYN, ON**

Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon**Canada Iron Furnace Co., Ltd.**

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS

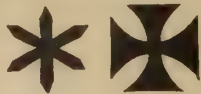
PLANTS AT

Radnor Forges, Que.
Lac a lac Tortue.Three Rivers.
Grand Piles.**GEO. E. DRUMMOND,**

Managing Director and Treasurer

**"JARDINE"****TAPS AND DIES**Adjustable dies with separate stock
for each die, size of stock suited to
the die. Price same as the old kind
with only one stock for the set. Any-
one wanting a set of adjustable dies
will buy these if they know of them.
They don't need to be talked up,
merely to be seen.**A. B. Jardine & Co.,**
HESPELER, ONT.

CORPORATE MARK



JOSEPH RODGERS & SONS, Limited.

MANUFACTURERS OF

Pocket and Table Cutlery, Scissors, Razors, Erasers, Etc.

These goods have fully maintained their reputation as the best cutlery in the world for over

ONE HUNDRED AND FIFTY YEARS.

Any Infringements of our Name and Corporate Mark will be promptly prosecuted.

Sole Agents for Canada,

JAMES HUTTON & CO.,

Montreal

CURRENT MARKET QUOTATIONS.

TORONTO, June 5, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—			
56 and 28 lb. ingots, per lb.	0 17	0 17½	
Straits	0 17	0 17½	

Tin Plates.

Charcoal Plates—Bright.			
M.L.S., equal to Bradley.	Per box.		
I.C., usual sizes	\$5 25		
I.X.	6 50		
I.X.X., "	7 75		
I.X.XI.			
Raven & P. D. Grades—			
I.C., usual sizes	3 75	4 00	
I.X., "	4 75	5 00	
I.X.X., "	5 75	6 00	
I.X.XI., "	6 75	7 00	
D.C., 12½x17	3 50	3 75	
"	4 50	4 75	
D.X.X.	5 75	6 00	

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—			
I.C., usual sizes	2 90	3	
I.C., special sizes	3 15	3	

Charcoal Plates—Terne.

Dean or J. G. Grade—			
I.C., 20x28, 112 sheets	6 00	6 25	
I.X., Terne Tin	8 25	8 50	

Charcoal Tin Boiler Plates.

Cookley Grade—			
X.X., 14x56, 50 sheet bxs }			
14x60, "	0 06	0 06½	
14x65, "			

Tinned Sheets.			
26 "	0 06	0 06	
28 "	0 07½	0 07½	
Allendale, I.C.	2 90	3 00	
" I.X.	3 65	3 75	

Iron and Steel.

Common Bar, per 100 lbs	Base Price.		
Refined	1 70		
Horse Shoe	2 35		
Band	2 60		
Hoop	2 75		
Swedish	2 30		
Sleigh Shoe Steel	4 00	4 25	
Tire Steel	2 50		
Machinery	3 00	3 25	
Cast Steel, per lb	2 75	3 00	
Russian Sheet, per lb	0 10	0 14	
Tank Plates, 1-5 and thicker.	0 10½	0 11	
Boiler Rivets	2 50	2 25	
	4 00	5 00	

Boiler Tubes.

1-inch	0 10½		
3-inch	0 13½		

Steel Boiler Plate.

¼ inch	2 45		
½ "	2 35		
¾ " and thicker	2 25		

Sheet Iron.

18 to 20 gauge	2 40	2 50	
22 to 24 "	2 25	2 35	
26 "	2 35	2 45	
28 "	2 50	2 65	

Canada Plates.

All dull	2 40		
Half polished	2 50		
All bright	3 00		

Iron Pipe.

Wrought, ¼, ⅜, ½, 57½ p.c.; ¾ to 1¼ in. 70 p.c.			
1½ to 2 in. 70 and 5 p.c.			
Galvanized, 50 p.c.			
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.			

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.			
16 gauge	4 35		
17 to 20 gauge	3 70		
22 to 24 "	3 85		
26 "	4 10		
28 "	4 25		

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00		
" ¼ " "	4 75		
" 5-16 " "	4 00		
" 7-16 " "	3 75		
" 1 " "	3 35		
" 1½ " "	3 25		
" 2 " "	2 95		
" 3 " "	2 85		
" 4 " "	2 75		
Trace, per doz. pairs	3 60	5 90	
German coil, per 100 ft.	1 65	2 70	
Jack chain, iron, single, per doz. yards.	0 13	0 50	
Jack chain, double, per doz. yards	0 15		
Jack chain, brass, single, per doz. yards.	0 20	10	

Copper.

Ingot.			
English B. S., ton lots	0 11½	0 12	
Lake Superior	0 11½	0 12	

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22	
" round and square			
1 to 2 inches	0 18	0 19	

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16	
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½	
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.			
Planished and tinned, 14x48 and 14x60	0 26	0 27	

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17	
" 35 to 45	0 15	0 15½	
" 50 lb. and above, "	0 14½	0 15	

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21		
Spun, per lb.	0 25		

Wire.

Pure, in coils—			
From 1 to 20 gauge	0 23	0 26	
From 20 gauge up	0 26	0 28	

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22	
" 27 to 30 "	0 21	0 23	
" 30 and up	23	0 26	
Sheets, hard-rolled, 2x4 ft.	0 21	0 23	

Zinc Spelter.

Foreign, per lb	0 04½	0 04½	
Domestic "	0 03¾	0 04	

Zinc Sheet.

5 cwt. casks	0 04¾		
Part casks	0 05		

Lead.

Imported Pig, per lb	0 03¾	0 03½	
Domestic, per lb	0 03		
Bar, 1 lb.	0 04½	0 04½	
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½	
by roll.	0 04½	0 04½	
NOTE.—Cut sheets ½ cent per lb. extra.			
Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.			
NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.			

Solder.

Per lb. Pe			
Bar half-and-half	0 12½	0 13	
Standard	0 11½	0 12	
Wire	0 17	0 19	
NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.			

Antimony.

Cookson's, per lb	0 10	0 00	
Other makes, per lb.	0 09	0 00	

Anti-Friction Metal.

"Beaver" brand	Per lb.		
	\$0 20		

White Lead.

Per cwt.			
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	5 00	
No. 1 do	4 50		
No. 2 do	4 25		
No. 3 do	4 00		
Bradram Bros. Genuine	6 00		
" Decorative	5 75		
" No. 1	5 10		
(f.o.b. Halifax, St. John, Montreal, Toronto)			
James' genuine	5 75		
No.	5 25		

Prepared Paints

(In ¼, ½ and 1 gallon tins.)			
Pure, per gallon.	1 00	1 25	
Second qualities, per gallon.	0 90		
Earn (in bbls.)	0 70	0 90	
Sherwin-Williams	1 20		

Colors in Oil.

(25 lb. tins, Standard Quality.)			
Venetian Red, per lb	0 05		
Chrome Yellow	0 11		
Golden Ochre	0 05		
French	0 05		
Marine Black	0 09		
Green	0 09		
Chrome	0 08		
French Imperial Green	0 19		

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40	
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75		
Yellow Ochre (Royal), per cwt	1 10	1 15	
Venetian Red (best), per cwt.	1 80	1 90	
English Oxides, per cwt.	3 00	3 25	
American Oxides, per cwt.	1 75	1 90	
Canadian Oxides, per cwt.	1 75	1 90	
Paris Green, per lb			
" 100 lb. drums			
Burnt Sienna, pure, per lb.	0 10		
do. Umber, "	0 09		
Drop Black, pure	0 09		
Chrome Yellows, pure	0 18		
Chrome Greens, pure, per lb.	0 12		
Golden Ochre	0 03¾		

Varnishes.

(In bbls.)			
No. 1 Furniture, per gal	0 69		
Extra "	0 90		
Brown Japan "	0 65		
Brown Japan, Turpentine, p.g.	0 85		
No. 1 Carriage, per gal	1 30		
Gold Size Japan, "	1 00	1 20	
Pure Orange Shellac	2 10	2 15	
Hard Oil Finish	1 30		
Oil Shellac	1 40		
White Shellac	2 40		

Linseed Oil.

Raw, per gal	0 54	0 55	
Boiled, per gal	0 57	0 58	
Freight allowed. Price 2c. less Toronto			

Turpentine.

5 to 9 barrels	0 42		
1 to 4 "	0 43		
Freight allowed. Price 3c. less Toronto			

Castor Oil.

In cases, per lb	0 06½		
Small lots	0 06¾	0 07	

Cod Oil

Cod Oil, per gal	0 50	0 51	
------------------------	------	------	--

Glue.

(In bbls.)			
Common	0 07¾	0 08	
French Medal	0 10	0 10½	
Cabinet, sheet	0 11	0 12	
White, extra	0 16	0 18	
Gelatine	0 20	0 30	
Strip	0 16	0 18	
Coopers	0 19	0 20	
Al clear	0 09		
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list: Munn's, discount 25 to 30 per cent. off list.			

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.			
Rim Fire Pistol, dis. 45 p. c., Amer.			
Rim Fire Cartridges, Dom., 50 and 5 p. c.			
Rim Fire, Military, net list. Amer.			
Central Fire Pistol and Rifle, 18 per cent. Amer.			
Central Fire Cartridges, pistol sizes, Dom 30 per cent.			
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.			
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.			
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.			
Shot.			
Canadian, common, 17½ per cent.			
Brass Shot Shells, 55 and 10 per cent.			
Primers, Dom., 30 per cent.			

Wads.—Baldwin's

Best thick white felt wadding, in ½-lb. bags	per lb		
Best thick brown or grey felt wads, in ½ lb. bags	1 00		
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 70		
Best thick white card wads, in boxes of 500 each, 10 gauge	0 99		
Best thick white card wads, in boxes of 500 each, 8 gauge	0 35		
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 55		
Thin card wads, in boxes of 1,000 each, 10 gauge	0 20		
Thin card wads, in boxes of 1,000 each, 8 gauge	0 25		
	0		

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 60	
5 and 6 gauges	1 90	

Anvils.		
Per lb.	0 10	0 12½
Anvil and Vice combined, each.	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.		
Gilmour's, discount 50 per cent.		
Hollow Stearn's, per doz.	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.		
Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.		
Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.		
Millar's Falls, per doz.	2 80	3 30

AXES.		
Splitting Axes.	5 25	5 50
Chopping Axes—		
Black Prince.	7 25	7 50
Forest Clipper.	7 25	7 50
Lance.	8 50	9 00
Mann's.	8 00	8 25
Maple Leaf.	9 50	10 00
Hand Made.	8 00	8 25
Climax.	8 00	8 25
Phantom.	8 25	8 50

Axles.		
Per box	6 00	12 00

Axle Grease.		
Per gross	7 00	13 00

Bath Tubs.		
Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.		
Hand.		
Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 per cent.		

Cow.		
American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.		
American, each	00	5 00

House.		
American, per lb	0 35	0 40

Bellows.		
Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.		
Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.		
Per doz	5 00	6 00

Bits.		
Auger.		
Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.		
Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.		
sizes, per lb	0 11	0 15

Bolts.		
Carriage, dis. 60 p.c. off new list.		
Tire, dis. 60 per cent.		

Stove, dis. 60 per cent.		
Elevator, dis. 35 to 40 per cent.		
Machine, dis. 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.		
e, with augers, each.	5 00	7 50

Braces.		
Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.		
Shelf.		
Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.		
Light, dis. 65 to 67½ per cent.		
Reversible, dis. 65 to 67½ per cent.		
Vegetable, per doz, dis. 37½ per cent.		
Henis, No. 8, "	6 00	
Henis, No. 9, "	7 00	
Queen City	7 50	10 00

Butchers' Cleavers.		
From 8 to 12 inch, per doz.	4 23	

Butts.		
Brass.		
Wrought Brass, dis. 75 and 10 per cent.		

Cast Iron.		
Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
Wrought Steel.		
Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.		
Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.		
Horse, per doz	0 60	1 00

Carpet Stretchers.		
American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.		
Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.		
(See Ammunition.)		

Castors.		
Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.		
Nos. 31 and 32, per gross.	8 50	11 25

Cement.		
Portland, car-load lots	2 70	
Thorold, "	1 10	
Queenstown, "	1 10	
Napanee, "	1 10	

Chalk.		
Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.		
Socket, Framing and Firmer.		
American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.		
Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		

Clamps.		
Judds', dis. 20 per cent.		
Stearns', per doz	3 00	10 00

Clips.		
Axle, dis. 65 per cent.		

Coffee Mills.		
Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.		
American, dis. 62½ to 65 per cent.		

Cradles, Grain.		
Canadian, dis. 25 per cent.		

Dies.		
Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.		
Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.		
American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.		
Hand and Breast.		
Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.		
Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.		
Stovepipe.		
doz	90	1 75

FAWCETS.		
Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star,	2 80	3 90
Fenn's Corkstops, No. 2, per dozen	1 70	
Petroleum, per doz	4 50	6 50

FILES AND RASPS.		
Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 60 to 60 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.		
Each	0 60	2 00

FORKS.		
Hay, manure, etc., dis. 60 to 60 and 10 p.c., revised list.		

FREEZERS.		
Ice Cream.		
Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.		
Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.		
Acme, dis. 62½ to 65 per cent.		

GAUGES.		
Marking, Mortise, Etc.		
Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.		
Double Diamond, Per 100 ft.		
to 4 45		
to 4 50		
to 4 55		
to 4 60		
to 4 65		
to 4 70		
to 4 75		
to 4 80		
to 4 85		
to 4 90		
to 4 95		
to 5 00		
to 5 05		
to 5 10		
to 5 15		
to 5 20		
to 5 25		
to 5 30		
to 5 35		
to 5 40		
to 5 45		
to 5 50		
to 5 55		
to 5 60		
to 5 65		
to 5 70		
to 5 75		
to 5 80		
to 5 85		
to 5 90		
to 5 95		
to 6 00		
to 6 05		
to 6 10		
to 6 15		
to 6 20		
to 6 25		
to 6 30		
to 6 35		
to 6 40		
to 6 45		
to 6 50		
to 6 55		
to 6 60		
to 6 65		
to 6 70		
to 6 75		
to 6 80		
to 6 85		
to 6 90		
to 6 95		
to 7 00		

Window.		
Box Price		
Per 50 ft.		
Per 100 ft.		
Per 150 ft.		
Per 200 ft.		
Per 250 ft.		
Per 300 ft.		
Per 350 ft.		
Per 400 ft.		
Per 450 ft.		
Per 500 ft.		
Per 550 ft.		
Per 600 ft.		
Per 650 ft.		
Per 700 ft.		
Per 750 ft.		
Per 800 ft.		
Per 850 ft.		
Per 900 ft.		
Per 950 ft.		
Per 1000 ft.		

Star.		
Per 50 ft.		
Per 100 ft.		
Per 150 ft.		
Per 200 ft.		
Per 250 ft.		
Per 300 ft.		
Per 350 ft.		
Per 400 ft.		
Per 450 ft.		
Per 500 ft.		
Per 550 ft.		
Per 600 ft.		
Per 650 ft.		
Per 700 ft.		
Per 750 ft.		
Per 800 ft.		
Per 850 ft.		
Per 900 ft.		
Per 950 ft.		
Per 1000 ft.		

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
 Lightning, per doz. 6 50 8 40
 Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60½
 Galvanized, " 1 87 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42½ p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 75
 40 dy. 2 80
 30 dy. 2 85
 20, 15, and 12 dy. 2 90
 10 dy. 2 95
 8 and 9 dy. 3 00
 6 and 7 dy. 3 15
 2. American pattern only—
 From 4 to 5 dy. 3 35
 3 dy (lath) 3 75
 3. Canada pattern only—
 From 4 to 5 dy. 3 25
 3 dy (lath) 3 65
 3 dy. A.P. fine. 4 35
 Car lots 10c. less. Rebate of 5 per cent. to retailers.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kg or more
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross. 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
 Carbon safety. 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astial. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37½ to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37½ to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62½ p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors', " 9 00 15 00
 Tinnners' solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01½
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
 Sliding door, " 0 03½ 0 03½
 Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Bokers, " 7 50 11 00
 Wade & Butcher's, " 3 00 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron " dis. 55 and 10 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron or steel, 50 and 10 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

7-16 in. and larger, per lb. 6½ 00 9
 ¼, 5-16, ¾ in. 7½ 00 9½
 Cotton 15 17
 Russia Deep Sea 00 13
 Jute 6½ 7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 " N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
 Kempshell's, dis. 40, 62½ per cent.
 Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 12½ to 15 p.c.
 S. & D., 40 to 40 and 10 per cent. 0 55
 Crosscut, Disston's, per ft. 0 35
 S. & D., dis. 35 p.c. on Nos. 2 and 3. 0 75
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
 " R. H., " dis. 75 p.c.
 " F. H., brass, dis. 77½ p.c.
 " R. H., " dis. 72½ p.c.
 Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, japanned, 80 p.c.
 " N.P., dis. 70 p.c.
 Claus, full nickel, 60 p.c.
 " japanned handles, 67½ p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " lined, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
 Acme " 3 00 5 00
 Lock, Andrews' 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 to 65 and 10.
 Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

gross. ¼ gross. doz.
 Scientific Stove Pipe Varnish. 9 00 2 50 90
 Scientific Stove Paste (5 lb pails) 60c. each. 6 00
 Scientific Furniture Polish. 12 00 1 25
 Scientific Carriage Top Dressing, ½ pints. 2 00
 Scientific Carriage Top Dressing, pints. 3 50
 Scientific Enamel Paints 1 50
 Scientific Stove Enamel 7 50 2 00 75

STONE.

Washita, per lb. 0 28 0 50
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador, " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey " 0 00 0 50
 Arkansas " 0 00 1 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind, per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½
 Trunk tacks, black 60
 " tinned 66½
 B.B.B. iron carpet, blue, 60
 " tinned 66½
 B.B.B. iron carpet, bright or blue (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk) 50
 " (in dozens, 1 to 6 oz.) 45
 " (in dozens, 8 to 24 oz.) 30
 " ¼ weights 40
 " tinned 45
 Swedes, cut tacks, genuine, blue and tinned. 52½
 Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66½
 Swedes, carpet, gimp, lace brush, blue and tinned. 40
 Zinc tacks. 35
 Copper tacks and nails 60
 Leather carpet tacks 30
 Trunk nails, black and tinned 65
 Clout nails 66½
 Cigar box nails 45
 Lining nails in papers. 10
 " " in bulk. 15
 " " solid heads, in bulk. 42½
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15
 Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather 5 50 9 75
 Chesterman's, each 0 90 2 85
 " steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

'Asbestos' filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
 Japanned, prices on application.
 Pieced, prices on application.

TRANSMO LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
 Game, H. & N., P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 01
 Wrapping, mottled, per pack. 0 50 0 60
 Wrapping, cotton, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each 2 00 4 50
 Coach, each 6 00 7 00
 Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c.
 F.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05½ 0 06
 Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 3 00
 Galvanized, 4 barb, 4 and 6 inches apart 3 00
 Galvanized, plain twist, all del'd. 3 00
 Plain twist. 3 00
 Steel Staples 0 90 3 00
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
 Painted Screen, per 100 sq. ft. 1 50

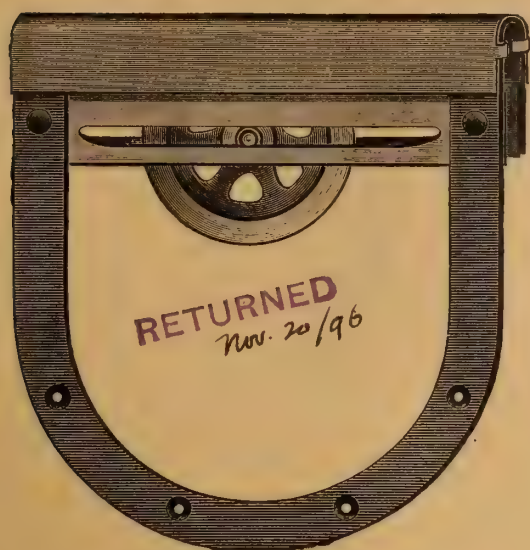
WRENCHES.

Acme, 35 to 37½ per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32½ to 35 per cent.
 Diamond, dis. 33½ to 35 per cent.
 Towers' Engineer, each 2 00 3 00
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 6 00
 Burrell's Pipe, each 3 40
 Pocket, per doz. 1 25

THE

PERFECT

ANTI-FRICTION
BARN DOOR HANGER



Loose Axle Self-Locking Latest Improved

All Steel Hanger, wheel excepted.

Will last longer and give better satisfaction than any other made.

Order a sample, and you will allow it is rightly named "PERFECT."

Manufactured by

A. R. WOODYATT & CO. - Guelph, Ont.

Hardware Paper . . . Made for Hard Wear

MADE OF LONG FIBRE
MADE TO STAND WEAR AND TEAR
MADE TO HOLD ITS CONTENTS
WITHOUT BREAKING

THAT'S THE KIND OF HARDWARE PAPER WE MAKE

318 St. James St.,
MONTREAL

38 Front St. West,
TORONTO

The E. B. EDDY CO., Ltd.

HULL, CANADA

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

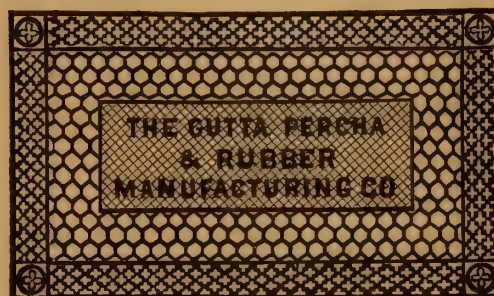
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

AND WHY NOT ?

It is invariably the case:—Earnest, honest, continued efforts in any direction can have but one result—**SUCCESS.**

Our aim, when starting in the paint business, was to go to the top of the ladder, and, thanks to the intelligent painters of Canada, **WE HAVE GOT THERE.**

AND WHY NOT ?—We use only the highest grade pigments in the manufacture of our paints.

We grind with pure Linseed Oil.

We produce the latest and most durable colors.

We have the newest and most improved machinery.

We supply the dealer with "an honest paint at an honest price."

We make our own Dry Colors, and White Lead, therefore, we make them **pure.**

**WE NOT ONLY SAY THIS, BUT SUBSTANTIALLY GUARANTEE
THAT WE DO IT.**

Ask your dealer for Samples and Prices.

THE JAMES ROBERTSON CO., Ltd., - TORONTO

CANADIAN

HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JUNE 13, 1896

No. 24



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street

New York

TIN PLATE

"Trym" Best, Well Coated Steel Coke Plate.

"Allaways" Best Charcoal. Well known for its good quality and color.

"Dominion Crown" Best and Best Best.

Superior qualities in coating and working properties.

Consumers will make no mistake in buying any of the above brands

Largest Manufacturers under the British Flag

Not how cheap, but how good !

If you have never used Safford Radiators, try them this season. If they don't come up to your expectations and fill all our claims, we are prepared to quit, good friends. *Try them !!*

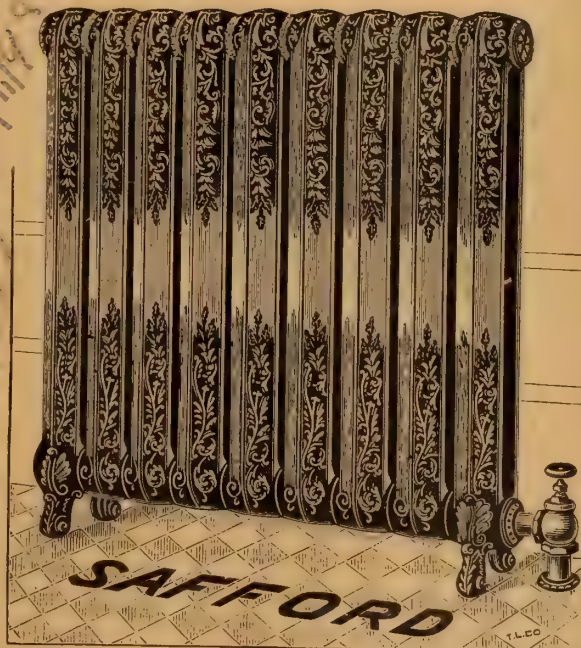
"Safford" "Standard" Radiators

The only Perfect Radiator in the World without Bolts, Packing or Washers.

MADE ONLY BY

The _____

TORONTO RADIATOR MFG. CO., Limited
.. Toronto, Ont.



HEADQUARTERS FOR ..

**F
I
S
H
I
N
G**

Rods
Lines
Hooks



Martini ..
Marlin ..
Winchester

**R
I
F
L
E
S**

ENGLISH AND AMERICAN GUNS OF BEST QUALITY

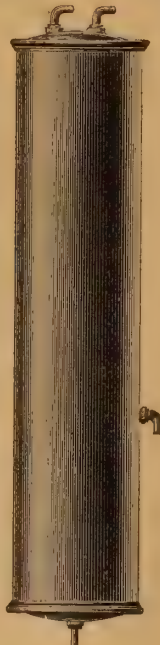
We carry a full assortment of Revolvers, including Smith & Wesson and the best makes, in all sizes.

RICE LEWIS & SON, Ltd. Cor. King and Victoria Sts. **Toronto**



When a
**Copper
Boiler**

is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed

**200 LBS.
PRESSURE**

also will
not

COLLAPSE



The Booth Copper Co.
LIMITED
Toronto



**Diamond Enameled Ware
Granite Steel Enameled
Ware**

**THE BRANDS THAT SELL
AND GIVE YOUR
CUSTOMERS SATISFACTION**

Our steadily increasing sales attest the popularity
of these goods.

KEMP MANUFACTURING CO.
TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JUNE 13, 1896

No. 24

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

UNPAID LETTERS.

THE criticism which has been brought to bear upon the methods (?) adopted by the Post Office Department at Ottawa in dealing with the business of that Department, might with advantage be focussed also upon the circumlocutory way in which they deal with unpaid letters, with a view to showing that a simpler way would relieve the employes from a lot of petty routine and consumption of time, and save merchants much time and annoyance through being compelled to conform to the rules and regulations of the Department.

A case in point will best serve to illustrate an every-day experience with the merchants of Canada. A certain paint and oil dealer mailed an invoice to a manufacturing firm in Montreal for a purchase made by them. A few days afterwards the latter firm received a notice from the Postmaster-General, on a printed form, stating that there was an unpaid letter, addressed to him, which would be forwarded on the notice being returned to Ottawa with a 2c. stamp to cover amount which was unpaid. The firm had then to enclose the aforesaid stamp and notice, and remail same to the Postmaster-General at Ottawa. In due course the letter in question was returned to the firm to whom it was originally addressed, but a week had elapsed in the interval between the time it was originally posted, and the postage was

levied upon the receiving firm; in other words, fining the firm and giving them all the trouble connected with the transaction.

It seems to those outside the service that, knowing the address, the simpler plan would be to notify the firm direct from the receiving office, instead of wandering to and fro from Montreal to Ottawa. By this means time would be saved, and the prompt delivery of what may be very important letters assured.

TRADE AND ITS PROSPECTS.

TRADE in Canada to-day is not satisfactory. It is unpleasant to say so, but it is a fact nevertheless. But at the same time it seems reasonable to say that the dissatisfaction is more the cause of unfulfilled expectations than the relative size of the volume of business: A year or more ago, a good many merchants and manufacturers became possessed of the idea that better times were coming on with a sweep. The consequence was that a stimulus was given both to production and to stock replenishing. But the good times did not come on with a sweep. When the fall came around, both merchants and manufacturers found themselves with more goods in their possession than was convenient. To make matters worse, the price of farm produce ruled low.

This condition of affairs was as pronounced in the United States as in Canada. In fact, just as that country led in the return of commercial activity so it did in the retrograde movement. And it is a noteworthy fact, that the depression which has ruled in the United States to such a marked extent during the last five or six months came into existence with the message of President Cleveland to Congress on the Venezuela question.

The millions of dollars of British capital which were withdrawn from the United States, the slump which took place in the price of stocks, delivered a blow to the industrial interests of that country so severe that the concussion was felt by the commercial interests of Canada sharp enough to create unrest, and the natural concomitant—want

of confidence. Then followed the unusually large failures that characterized the past winter.

But while the experience of the last eight or ten months has not been bright, it is gratifying to know that the dark cloud of depression is vanishing and that the sunshine of better times is peeping out here and there. And to-day the things that give confidence are greater than those whose tendency is in an opposite direction.

Railway earnings are better than they have been for two or three years; our foreign trade is expanding; the reports of the banks and loan companies indicate healthy conditions; the fruit and cereal crops are, taking them all round, most promising; business is much brisker with our coal mines; the output of our gold mines is rapidly increasing, and payments are now in a more satisfactory condition.

One of the most satisfactory features is the tendency in both banking and commercial institutions to conform to more business-like methods. We have been altogether too lax in our business methods heretofore, and the loss we have been put to on account thereof is the price we have been compelled to pay for the lessons we have learned.

Good merchants, like good soldiers, are the product of discipline. Canadian business men have been receiving their discipline during the last few years, and they are evidently determined to profit by it.

The Federal election campaign is now interfering with trade to a more or less extent, but in another week or two this disquieting element will have vanished, when we may expect increased trade activity.

In the United States, however, there does not appear to be much of a rift in the cloud of depression yet, the reviews of the trade press of that country being unitedly pessimistic. The seat of the trouble over there is undoubtedly the currency question, which of late has been aggravated because of the unexpected strength recently shown by the silver faction.

In Canada to-day we have the satisfaction of knowing that our financial and com-

mercial system is built on a solid foundation, and that there are none daring to lay violent hands upon it. Herein is it that we differ from the United States. And herein is it that Canadians have much food for gratification and cause for confidence in the future.

A MINING POLICY WANTED.

ONE of the first duties before the Canadian Government, whenever the elections are over, is to stimulate the mining industry of this country. It matters not what political party forms the Government. The obligation rests upon one side as much as the other.

There are numerous ways by which the mineral riches of this country can be more rapidly developed. We may just mention one or two, which do not require immense grants of money from Parliament, nor weeks of time in pushing a bill through the House of Commons.

In the first place, foreign capital is needed. Official information, therefore, about Canadian iron, coal, nickel, copper, gold, lead and silver should be available in printed accurate reports all ready for the foreign capitalist. When he passes through Canada on a globe-trot he should be able to beguile some hours in a railway car with neat, readable, thorough, but not too voluminous, official reports. We have a good Geological Survey, with industrious scientists at work all the time.

If there is anything in the report that Barney Barnato and other Johannesburg millionaires are talking of turning their attention to the Kootenay district, it would give a push to the mining development of Canada which would be felt at once and the mining industries of this country can stand a great deal of pushing.

Another hint for the Government is in connection with the visit to Canada in August, 1897, of the British Association. This body contains not only the principal geologists of Great Britain, but the most eminent metallurgists, etc., abroad. They should be shown our mining resources, and invited to report upon what they see. When the British Iron and Steel Institute visited America several years ago, their trip to Canada was merely a side show. The experts of the British Association are coming primarily to Canada, and will spend weeks here. If they go to the States at all, Uncle Sam will be the side show this time. Our Government should not merely vote the money to give them some railway excursions through Canada—this has already been done—but should place special facilities at their disposal for forming an opinion upon the mining districts. A commission from the Government to a limited number of them to prepare reports would not be amiss, and the money would be well spent.

CANADA'S TRADE WITH THE EMPIRE.

THE interest that Canadians are taking in the convention of the Chambers of Commerce of the Empire, now being held in London, transcends for the time being their interests in the Federal election campaign.

The fact that representatives of the different parts of the Empire are in conference for the purpose of discussing ways and means for developing inter-Imperial trade is sufficient in itself to demand our attention, but when a gentlemen holding the high and important position of Secretary of State for the Colonies advances the radical proposition that England and the Colonies should have free trade among themselves with a compromise English tariff for foreign imports, it would be surprising if any other question than this did occupy a premier position.

Canada naturally desires to expand her outside trade. No country is more desirous of doing so; and no country has probably greater need to develop her outside trade. The extent of our territory is large; our population is small. Nature has blessed us with wonderfully rich natural resources. These we desire to develop a great deal more than they have been in the past. And any means that can be devised for extending our trade relations with other countries, whether they be British or otherwise, will naturally tend to develop our natural resources.

The value of the goods the produce of Canada exported to the different portions of the British Empire during the past five years, together with the exports to all other countries, were as follows:

	British Empire.	All other countries.
1891	\$47,137,203	\$38,620,541
1892	58,903,160	36,781,093
1893	63,225,609	38,780,881
1894	66,138,609	34,448,244
1895	62,021,793	37,506,558

Taking the total exports of the country, we find that in 1891 those sold to the British Empire were about 55 per cent. of the whole, and those to other countries nearly 45 per cent., while in 1895 sales to the Empire had risen to 61 per cent. of the whole, and those to all other countries had dropped to about 37 per cent.; a gain of 6 per cent. in one instance and a loss of 8 per cent. in the other. With the conditions as they are to-day it is obvious that our hope for an increase in the export trade lies in the British Empire. When it comes to our imports of goods for home consumption during the last five years the growth is in favor of other countries as against the Empire, as the following table shows:

	British Empire.	All other countries.
1891	\$44,483,088	\$68,862,036
1892	44,382,132	72,596,811
1893	45,925,422	75,779,608
1894	41,521,784	71,572,199
1895	33,808,642	71,443,869

From this table it will be seen that in 1891 the imports of merchandise from the British

Empire were about 39 per cent. of the whole, and from other countries a little over 60 per cent. In 1895, however, our imports from the Empire had shrunk to 31 per cent. while from all other countries they had expanded to nearly 68 per cent., a decrease of about 8 per cent. in the one instance, and an increase of nearly 8 per cent. in the other.

It may be interesting to note that in 1891 the dutiable goods imported from the British Empire were nearly 73 per cent. of the whole from British possessions and the free 25 per cent. In the same year the imports from other countries were 60 per cent. dutiable and over 38 per cent. free goods. Last year the percentages were: British, dutiable, nearly 73, and free, nearly 28; other countries, dutiable, nearly 48 per cent., and free, 52 per cent.

It is evident from the figures given above that Great Britain has much to gain by adopting a policy which will cultivate her trade with Canada.

EXPORTS OF THE UNITED STATES TO CANADA.

A FEW weeks ago the Republican members of the Ways and Means Committee of the United States House of Representatives presented their report on reciprocity. It was in favor of the scheme. Now the Democratic members of the committee have presented their report. It is against the scheme.

It is advanced by the latter report that the exports of the United States increased at a much higher rate in the years before reciprocity than during its existence. The trade with Canada is taken as one of the illustrations of this, the assertion being made that the exports to this country, without any reciprocity arrangement, increased from \$36,000,000 in 1891 to \$50,000,000 in 1894.

If all the report in question is based on similar statements, it has not much of a foundation.

The figures as far as 1891 is concerned are entirely erroneous. In that year our imports from the United States for home consumptions, instead of being valued at \$36,000,000, aggregated \$53,685,657, which, instead of being smaller than the imports from that country in 1894, were larger by \$651,557. It is 15 years since our imports from the United States were anywhere in the neighborhood of the minimum figures produced by the Democratic members of the Ways and Means Committee. That was in 1881, and then they were over \$36,000,000.

It is well known that the Canadian figures relating to imports from the United States are often slightly in excess of those showing the exports from that country to Canada, but this is explained by the fact that such a close record is not kept by the United States Customs authorities on the goods exported as there is in Canada on the goods

imported. This may afford an explanation of the difference between the United States and Canadian figures for 1891, great as the difference is. Even the figures regarding the exports to Canada in 1894 do not agree with those published by the United States Bureau of Industries, the latter giving the value of the exports at \$56,664,094, or over 6½ millions more than the figures adduced by the Democrats. There is evidently loose figuring somewhere across the border.

TURPENTINE STILL TUMBLING.

THE demoralization in the turpentine market continues, prices taking another tumble this week, holders in Montreal being free sellers at 39c. in round lots and 40c. in smaller quantities. This makes the aggregate decline in Montreal since the market first commenced to sag, 4c. per gallon.

Arrivals have been exceptionally heavy this week in Montreal, and there are still larger quantities on the way. This makes further easiness probable, and at this writing the market is weak at the decline.

The arrivals of new season's turpentine at the shipping points in the south already aggregate over ten thousand barrels in excess of the same period last year, and although there has been free buying the quotations have reached a very low figure at primary markets. It may be noted, however, that while buyers would like to cover futures at about present prices an advance of three cents is demanded over spot quotations.

URGES PURCHASES OF BINDER TWINE.

Mr. Fulton, of the Consumers' Cordage Co., Montreal, is in Toronto this week. He states that the orders for binder twine are coming forward in small lots from all over Ontario, so far very few carload lots having been ordered. He asserts that both the trade and the farmers are running a risk in leaving orders till later in the season. There is no doubt in his mind that the repeat and wire orders for twine this year will be very much in excess of previous years. "I hope," he said, "that the dealers who can will study their interests to some extent and not leave their orders till the last moment." If they do, he says, it will cause a blockade, the result of which will be the subjection of all concerned to more or less delay when the twine is needed most. He strongly advises dealers to place their orders and name the date of shipment, as the orders will be filled according to the order in which they are received.

LARGE CEMENT CONTRACT.

The Public Works Department at Ottawa have just awarded a large contract for 14,000 casks of cement to the Rathbun Co., of Deseronto. The figure is not known, of course, but it is thought to be somewhere in the vicinity of the ruling market price for English and Belgian. Importers of the latter were tenderers also, but the Government decided in favor of the home manufacturer.

DROPS FROM THE EDITOR'S PEN.

Ideas, like muscle, develop with exercise.

Sincerity is the seed of business prosperity.

There is a limit to a merchant's as well as to a monarch's sway.

Economy is wise or it is not economy at all. It is a misnomer.

Court confidence if you never court anybody or anybody else.

Get after the truth in business even if you have to perspire a little.

Success depends upon our ability to paddle our own canoe.

A light heart in business is a good thing; a light head a bad thing.

Be what nature intended you to be or you'll be next to nothing.

Until a man gets down to business he cannot get up to success.

Time is a commodity which, if thrown away, leads to bankruptcy.

When prosperity comes along be in a position to jump on board.

Time cannot be coined, but it is money nevertheless, and can be saved.

He is a lucky man whose trust is in his own enterprise and not in stars.

You need skill to blow your own trumpet as well as to play the saxophone.

It is often easier to erase a mistake from your ledger than it is from your life.

Men of mark are men of work. Even the convict has earned the stripes he wears.

Keep your nose to the grindstone when the "boss" is away as well as when he is nigh.

It is not every man that is a genius, but every man can cultivate the faculty for work.

An article that is popular to-day may not be to-morrow. Push, therefore, while it is to-day.

You cannot throw business mud, political mud or street mud without being besmirched yourself.

Canada expects that every business man will on June 23 vote for business men and a business Parliament.

Politics are getting hot, and it is to be hoped that while there is plenty of heat, a

strong chain of business men will be welded together to protect the business interests of the country in the next Parliament.

Tuition in the school of experience comes high, but it is usually cheap if the pupil chooses to profit by it.

Cheek is not a substitute for brains; it is what a man gathers up when he has no brains or only a lilliputian portion.

A man has got to dig for business as well as for gold. And if he digs right for business he will not fail to strike gold.

When a man in business lacks backbone he can hardly be even termed a jellyfish; nonentity is perhaps the better term.

A man starting into business should be careful regarding the neighborhood he selects, as well as the company he keeps.

He who backbites his competitor is chewing asunder the chain of unanimity which binds merchants together against trade evils that assail them.

The departmental store is an evil, but it (unintentionally, of course,) teaches good lessons to business men which it would be unwise to ignore.

The soundness of a theory is only determined after it has been hatched. Even then you may have to wait a while. It is not therefore wise to judge hastily.

A little discontent induces energy, but over much of it makes the discontented a crank which retards rather than helps the wheels of progress forward.

It is wiser for the business man to steer as far as he can from the line of dishonesty, instead of studying to see how near he can go to it without over-stepping it.

The little duty shirked or the little discrepancy covered up may lead to disastrous results in a clerk's life, just as sometimes does a hidden flaw in a piece of machinery.

A crooked act, like an addled egg, is almost sure to be discovered by some one. At best the chances against it are so great that he is a rash man who would run any risk.

Do you know that when you drop your advertisement from the columns of a good medium, you are dropping out of sight from a constituency large or small, as the circumstances may be.

As to whether a business is good or bad is not determined by the territory it covers, but by its soundness. Many a merchant has a big business that is unhealthy because of the bad credit holes with which it is punctured.

THE ART OF DEBT COLLECTING.

THESE are to be found in business and in private life many persons who have made a fine and successful study of how to defer, and even to avoid altogether, payment of their debts. As a class they are numerous and they are clever. Some, indeed, exhibit so much skill in the demonstration of their prowess in the avoidance of payment that they can be said to have taken a master's degree in the art of how not to pay. Ironmongers, like other tradesmen, suffer serious losses in consequence, and if they are to avoid them it is necessary to pay as much skilful attention to the study of the art of how to make creditors pay as the latter do to the opposing art. Last month we dealt at some length in our columns with the important subject of "Trading for Cash," and that is undoubtedly the best way of trading. But we admitted then the undoubted fact that all men cannot pursue exclusively a cash business. Credit must be given to a certain extent. The less of it the better certainly; but what credit trade is done will assuredly lead to heavy losses unless special attention and well and skilfully guided action is directed towards the prompt and regular collection of accounts.

Credit trade exists because people cannot or will not make a point of paying cash for everything. And credit is an important factor in business; but though many people cannot and will not pay when they order or get delivery of goods, those only are entitled to credit who are able to pay, and who will pay promptly and regularly according to the agreed periods of credit which are to be accorded to them. Perhaps a time may come when credit will be unknown, and then the debt collector will be a man who finds his occupation gone. But the business millenium is not in sight yet, and probably won't come into sight within the lives of most of us; so that collectors may still feel their employment safe, and can settle themselves fairly down to their important work of extracting money from those who are dilatory in paying, either intentionally or through adverse circumstances. Their work is as important as that of any business department, for the work of the man who gets the orders and who buys well the goods that are retailed is, to a great extent quite thrown away if, after the goods have been sold and the desired profit has been made, the collection of the account is a failure. And in order that the collections may be successfully made the collector must exercise tact, discretion and skill of no mean order. If the accounts are not promptly and regularly collected it means that a large amount of the capital which ought to be in active use in the business is tied up in these outlying debts. What is the natural and unavoidable result? The business itself must sooner or later—usually sooner rather than later—get short of money, the trader in his turn cannot meet his own

financial responsibilities, and consequently is placed at a serious disadvantage as compared with traders who have the cash in hand, and are thus able to reap the fullest benefits of any favorable market quotations.

One of the first necessities of reasonably safe credit business is, that every customer should be on fixed credit terms—either monthly or quarterly account; then, that at the expiration of the period, whichever it is, the account should be promptly rendered, and if the amount does not come home on the agreed settling day, then it should at once receive the attention of the collector, who must always be closely in touch with the proprietor. It is a great mistake to allow men to overrun the stated time of their credit allowance. Nothing could be more unwise, and even creditors are apt to think badly of your business methods, even when they get the advantage of your laxity. When accounts are due, credit customers must be expected to be asked to pay them. There is no reason why they should not, and there is the best of reasons why they should at once be reminded that settling day has come. To let accounts drag on long after they are due, for fear of offending customers by asking them for payment, is absurd.

There are some men who can only be dealt with by perpetual dunning. They have always excuses for not paying, always some meaningless complaint to make—when payment is asked for—as to the manner in which the order was executed, and nothing but very pointed and urgent applications will be effectual. Dunning is not easy work. Sometimes it is decidedly unpleasant; but an experienced collector, who makes a point of studying the peculiarities of his various clients, will usually be able to decide aright as to the course to be pursued in regard to particular individuals. The ability to dun a man and get the money, while at the same time retaining his goodwill and custom, is indeed a business art. Good temper, or the ability to conceal all temper, is an essential qualification for the collector. His ambition should be to get all the money due to his employers, to prevent all losses on credit accounts, and at the same time to prevent customers becoming annoyed and withholding future orders, through the successful persistence of the collector, who means to have the amount of those little bills.—Ironmongery.

CULTIVATE THE OLD CUSTOMERS.

Life insurance companies obtain a large share of their profits from "drop outs"—the policy holders that run well for a season and then stop, remarks an exchange. A like policy would ruin the grocer, whose prosperity depends, in most cases, on steady and regular patrons—residents in the neighborhood of the store—and not transient customers.

A customer won is a steady contributor to your bank account, a regular and inexpen-

sive advertiser of your store. Hold fast to him; bear with his idiosyncracies, notions, whims, peculiarities; make him your fast friend. Don't get mad when he does; wait till he overcomes his temper, and then quietly and tactfully show him the injustice of his position. It is easier to hold an old patron than to win a new one. This does not require subservency or a sacrifice of manliness, but it does demand tact, courtesy.

TRANSACT BUSINESS AND GO.

ANY man who has been bored by a business caller (and who has not?) will say amen to the following from The Michigan Tradesman, one of our highly-respected exchanges:

In the making of a business call, the business should be the object of the call, and when the business is transacted the business call should be promptly terminated. In too many instances, when the business is finished, there are careless, lazy hesitation and waiting. This is not businesslike, and is a "give away" on the caller whenever it occurs.

It does not necessarily follow that the business caller should always immediately proceed on his journey when the business of the call is ended. If the circumstances and the humor of the recipient of the visit are propitious, there may follow a friendly call or chat; but let the business be wound up and the change to the other kind of call be positive. Any hesitation or waiting, that seems to need something more to be said when all is said that is necessary, quickly becomes exceedingly annoying; and, while the man receiving such a call may not formulate in his mind the reason for the annoyance, he conceives a dislike unconsciously.

There are some men—young men mostly—who consider an abrupt, gruff manner as a businesslike acquirement. Such a manner is quickly set down by the man of experience as callow affectation. This is not so serious a danger as the other, but it is one to be avoided. Be natural; be courteous; but, above all, be prompt.

Mr. John Harshaw has opened out a general store at Victoria Road village.



HOW IS IT?

Are you doing much in Varnishes? Is your Varnish trade just as satisfactory as you would like it to be? There is money in the Varnish business if you do it right. To do it right you must supply Varnish that varnishes—that works easily—that leaves a gloss that is lasting. Above all, the Varnish you supply should wear a long time. To obtain these results that will surely build up a satisfactory and increasing trade is what we strive for in making Pratt & Lambert's Varnishes. The success we are meeting with makes us feel our efforts are in the right direction.

**THE COTTINGHAM
VARNISH CO., LTD.**

.....MONTREAL.

Manufacturers of

Pratt & Lambert Varnishes

CHICAGO
NEW YORK

Money Making



That's what we're all in business for—to make money. How to make it in the surest and quickest way is the great problem. We believe the surest way is to make a good article and sell it at a fair price. That's just what we do. Now comes the matter of making it quickly—by far the most difficult part. Our idea of it is that a good article well advertised is quickly sold. We employ many methods to this end. When we make a sale to you our interest in you is not finished—it has just begun. We make it our business to see that the goods you handle for us are sold, and sold quickly.

If you are not familiar with our methods, we will be glad to take the matter up with you or have one of our salesmen do so.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of The Sherwin-Williams
Finest Paints and Colors

MONTREAL

PROFITS SHOULD BE BASED ON BULK.

AT a recent meeting of the Michigan Hardware Association, a paper was read by Mr. T. A. Harvey, on the subject of basing profits on bulk. Mr. Harvey expressed the opinion that many dealers fail because they sell upon a wrong basis, by taking an average percentage above cost instead of a certain profit on the bulk of goods sold. He illustrated this by saying that about a year ago his attention was specially drawn to the subject, and he inquired into it fully. He said: "In my investigations I learned that in 1894, as compared with 1889, values had depreciated to such an extent that in order to realise a gross profit then, equal in amount to that realised in 1889, and figuring on the same rate of profit, on a list of leading hardware staple goods, we must sell an average of 50 per cent. more in order to realise the same amount of gross profit as was enjoyed five years previous. If the cost of handling per package, or per article, was as much at that time as it was in 1889, the cost of doing this increased volume of business must be taken into consideration, and I found that we must do a business in volume of goods handled nearly or quite double that of 1889 if we expected an equal amount of net profit." As a remedy Mr. Harvey recommends the doing away with the plan of

selling goods at a certain and fixed percentage over the cost. He would also discontinue the system of putting the same percentage on all goods of a certain kind, and would put a higher rate on unusual sizes and shapes than on goods and sizes for which there is an everyday sale.

WISE ECONOMY IN BUSINESS.

Economy and enterprise are both necessary to success, remarks an exchange. Too often the merchant fails to secure a great measure of prosperity because he considers these qualities contradictory, and cultivates one at the expense of the other. Economy may consist in saving every scrap of paper, metal, string, wool, coal, etc., which has use and value, and may lessen expenditure; it may be extended to mean a wiser expenditure of money for fuel, light, wages, rents, advertising and personal expenses, but the limit of this kind of economy is the proportion of actual waste which can take place in a given amount of gross profits. So wherever economy fails to recognize the necessity of making more business on a scale of expenditure necessary for the larger activity, economy degenerates into a weakness, and not infrequently into a vice. It is always both a vice and weakness when economy becomes meanness, and excites dislike and even hatred in the hearts of employees, relatives and the general public.

ROBT. M'ALLEN TAKES A WIFE.

Ottawa Journal, June 4: June is here and weddings are all the rage. At least half a dozen of these interesting events occurred yesterday.

A very quiet but pretty wedding took place yesterday afternoon when Miss Nellie Hope, a well-known young lady of the city, was united in matrimony to Mr. Robt. McAllen, representative of the wholesale firm of James Robertson & Co., Montreal. The wedding ceremony was held at the residence of the bride's uncle, Mr. John Shearer, Catharine street, Rev. Jas. Ballantyne officiating. The bridesmaids were Miss Eva McKinnon and Miss Reid and the groomsmen Mr. Robt. H. Campbell. The bride was given away by Mr. John Shearer, jr. After the ceremony the invited guests sat down to a sumptuous repast and left on the Brockville train at 6.15 on a wedding tour to Toronto, Niagara Falls and other points of interest amid showers of rice from those who had met at the depot to see them off. The bride being very popular, was the recipient of many handsome presents.

What a blessed thing it would be if the people of this country could generate as much earnestness and enthusiasm regarding business matters as they now do over race and religious questions.

NEWFOUNDLAND'S GREAT IRON DEPOSIT.

In former letters, writes the Newfoundland correspondent of The Montreal Gazette, I have repeatedly called attention to the immense value of the iron deposit lately discovered on Belle Isle, Conception Bay, and now worked by the Nova Scotia Steel Co. It is certainly one of the most remarkable, if not one of the most valuable, deposits of hematite iron ore ever found; and its discovery at such a late date, and only a dozen miles from St. John's, is calculated to awaken great expectations of what this island may yet yield in mineral products. Copper in immense beds in the northeast, silver and lead in various places, asbestos and petroleum in the west, and iron ore in enormous quantities near the capital, and, to crown all, extensive coal fields—all these combine to show the great value of this once despised island, and furnish additional reasons for its acquisition by Canada. Mr. R. E. Chambers, M. E., of New Glasgow, has made a thorough survey of the iron deposit on Belle Isle and published the results in one of the mining journals. He says the area of the lower bed is 817½ acres. Counting 10 cubic feet of ore to the ton and considering the bed 8 feet thick, which is a fair average, we have 28,488,240 tons. The area of the upper bed is 240 acres and its thickness is 6 feet, of 6,272,640 tons. This gives a total upon the island of 34,760,880 tons. This quantity can be legitimately considered to be in sight. The outcrop inland and the exposures in the cliffs give access to the beds from all sides. From the open cut near the tramway 3,000 tons have been shipped to the Ferrona furnace of the Nova Scotia Steel Co., giving entire satisfaction in the manufacture of foundry pig iron. From about 100 analyses made during the past year the composition of this ore is found to be: Metallic iron, 54 to 59 per cent.; silica, 5 to 12 per cent.;

alumina, 2 to 4 per cent.; phosphorus, 5 to 7 per cent.; sulphur, trace to 0.012 per cent.; carbonate of lime, 3 per cent.; oxide of manganese, 0.4 per cent. The bay is navigable from 8 to 9 months in a year. The terms of the Newfoundland Mineral Act are, he adds, very favorable to the operators in regard to security of title, the only condition being the expenditure of \$6,000 for each square mile, no Government royalty being demanded. In this case the necessary expenditure has been largely exceeded in equipment of the property by the Nova Scotia Steel Co., who control it. This valuable mine is, according to the report of this expert, practically inexhaustible, for thirty-five million tons of ore is equivalent to this.

EFFECT OF FIRE ON MACHINERY.

At the St. Louis meeting of the American Society of Mechanical Engineers, W. F. M. Goss presented the following contribution on the effect of fire on machinery:

Not long ago I had occasion to examine a considerable amount of machinery which had passed through fire, some of which was quite heavy. The building containing the machinery was of brick, with a heavy mill floor, and a ceiled wooden roof with monitor. The heat developed was probably of average intensity for such a building, the fire burning until all the wood-work had been consumed. But little water was used, and the machinery did not suffer from this cause. Damage to the machinery appeared to have arisen from three causes, namely, the falling of the machinery, the falling of the roof timbers and walls upon the machinery, and the action of the heat itself. Machines which were on good foundation did not suffer from the first-named cause; but when there was no foundation, even heavy tools were either broken by the fall or distorted by the combined action of the

heat and of strains resulting from imperfect support after the fall. The results justify the conclusion that in case of fire an indestructible foundation is an excellent life preserver for a machine. Falling debris carried away all lighter attachments such as lubricators, gauges, small piping, light shafts, rods, levers, hand wheels, projecting brackets—everything, in fact, which offered an abutting surface to the falling masses and which was not strong enough to withstand their impact. There were a few cases where heavier parts also suffered from this cause. Of two 6-inch shafts extending 7 feet between bearings, one carrying an 8-foot fly wheel was perfectly straight; the other, having no wheel, was sprung, evidently as the result of a blow.

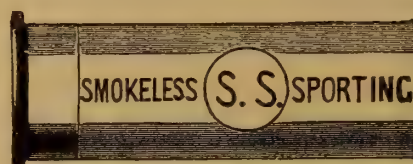
To heat alone is, of course, to be attributed the destruction of wood work about the machines, and the loss of babbitt from brasses and boxes. From this cause, also, bolts which served to connect different parts of heavy frames were often found loose. Steam joints of every kind required refitting. Brass bushings which originally had been forced into turned holes to form bearings for shafts or pins were all loose in the castings and tight on the shaft. Castings having very large flat surfaces, either plain or ribbed, were in several cases found to contain fine cracks, but with a few exceptions heavy castings of good design were not injured by heat alone.

A TEST.

A Parisian merchant, who has been several times robbed by unfaithful cashiers, has invented an infallible test of competency. The cashier presents himself, offers his services, and produces his reference. Then says the merchant: "Show me how you would erase a mistake in your figures." The aspiring cashier sets to work with scraper, ink eraser, and what not; and if he succeeds in destroying all trace of the erasure, he is invited to take his hat and leave.—Tit-Bits.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. SOLE MANUFACTURERS:
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



TRIALS by ELEY BROS. and
"ROD & GUN."

UNEQUALLED RECORDS.

VELOCITIES:

At 21½ yards, 1012'68 feet per second.

"43" 872'72 "

Far in excess of any other Powder—Nitro or Black.

Pattern 233.

Pads penetrated (Eley's Special) 30'6.

Pressures 2'17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER

Wholesale Agents for the Dominion:

LEWIS BROS. & CO.

The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

30 St. Sulpice St., MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**



**AMERICAN
DEAD SHOT** FG. FFG. FFFG.

Manufactured by

"American Powder Mills"

STRONG, UNIFORM, CLEAN

IN 25-LB. IRON KEGS

Order from us and we will send you the genuine powder.

HAMILTON BLASTING and SPORTING

**SCHULTZE
SMOKELESS**



This powder is the best known and has the best reputation of any smokeless powder on the market.

FUSE—Hemp, Single Tape and Double Tape

GUN WADS—Eley's and Baldwin's

CARTRIDGE CASES—Eley's, U.M.C. and Dominion

METALLIC CARTRIDGES—U.M.C. and Dominion

LOADED SHELLS—U.M.C. and Dominion

GUN CAPS and PRIMERS—Eley's, U.M.C. and Dominion

LARGE ASSORTMENT

CLOSE PRICES

ALSO

PIEPER B.L. GUNS. WINCHESTER AND MARLIN RIFLES

Graham Cut and Wire Nails are the Best.

FOR THE CONSIDERATION OF CLERKS.

THE ambitious clerk who expects to branch out as a merchant for himself some of these days, remarks Stoves and Hardware Reporter, should stop and consider. Among the things he should think of is whether the probabilities are in favor of his being a success as a merchant or whether there may not be a possibility of his helping to fill the ranks of that dreadful 47 per cent. of those who fail, according to a leading commercial agency, on account of "incompetency." The average clerk will no doubt claim that he is thoroughly competent; that he knows the value of goods and how to sell them; that he is familiar with discounts and has a practical knowledge of the uses of the various articles he handles. That is all very well, and the qualifications are indispensable. But there is more, much more, needed than these that make up the requirements of a good clerk. Let the clerk ask himself, for instance, if he knows anything about bookkeeping. Can he distinguish between profit and loss? Could he keep his accounts properly if he had a store of his own, or if he had a bookkeeper could he keep track of him, or would he be at his mercy. These are big questions. Every clerk who intends to have a store of his own should study bookkeeping. Either let him attend a commercial college, or, if that is impracticable, he should study it himself in his spare moments, and under the direction of some friend who has a practical knowledge of the science.

BELGIAN GUNS AND ENGLISH BARRELS.

A new and ingenious departure in gun-making appears to have been nipped in the bud by the conviction of a Birmingham manufacturer at Liege for infringement of the Belgian Proof-house rules, says Ironmonger. Hitherto Belgian barrels have been extensively used in this country for cheapening the manufacture of English guns, but Mr. James conceived the idea of cheapening his guns still further by using English barrels in connection with Belgian actions and having the guns made up in Liege. In this way he hoped to recapture the American orders for cheap guns which had found their way into the hands of his Belgian competitors. Unfortunately he had reckoned without the Belgian gun laws, which are not favorable to foreign manufacturing enterprise. There is no objection to the importation of English barrels into Belgium, but if they are made up into guns there they must have the Belgian proof-mark. Now Mr. James, using English barrels that bore the English provisional proof, naturally wished his guns when finished to bear the Birmingham definite proof-mark, for which purpose it was necessary to send them to this country. This was where his Belgian competitors tripped

him up, and got him convicted and sentenced to a month's imprisonment for attempted evasion of the Belgian gun laws. The sentence is to be appealed against and the Birmingham Proof-house authorities are taking action in the matter.

FOLLOW UP THE CUSTOMER.

The hardware dealer who fails to follow up the man or woman who drops in and makes an inquiry regarding a wheel, must be adjudged guilty of sacrificing his real business interests in order to save a little time and trouble, says Stoves and Hardware Reporter. Manage in some way to get the name and address of every person who manifests the slightest interest in a wheel. If they don't come back in a few days, hunt them up or drop them a personal note, or, at least, a circular as a reminder. Perhaps the other fellow has got hold of him, and then, again, perhaps he hasn't. The sale of a wheel is too important a matter to let go by default. If you sent in an inquiry to a manufacturer or jobber he would not fail to have his traveler call on you, or, at least, to send a gentle "punch up" in the shape of a letter if your order was not soon forthcoming. It certainly behooves you to be as aggressive a sales-seeker as he who desires you for a customer.

DEVELOPMENT OF INDUSTRIES.

WE have noticed, says Baltimore Trade, in the development of many lines of industry, especially in a mechanical direction, that they began in a comparatively clumsy manner, doing poor work, turning out inferior goods and getting a very small price, but by degrees those who owned and operated the machines are made aware of the deficiencies both in the quality and price, from which they suffer, and naturally they bend their energies to removing the objections; and as they improve their goods from experience, improving their machines in the endeavor, they finally result in creating a product equal in all respects to hand work and cheaper by a good deal, the latter fact giving them a monopoly of the market. This is positively true, whether it is said of a planing machine or an Elgin watch, or a sewing machine or typewriter. They all begin with inferior and low-priced work, and they end by turning out marvelous creations. The history of all American business is a recapitulation of just these facts. Firms that have a world-wide reputation for their products, and who, by their mechanical equipment, can manufacture goods of almost all kinds in America and ship them to all countries of Europe, began originally by turning out such specimens of work as almost no one would care to have, and as cheap as they were, scarcely paid expenses. To-day an American machine-made watch is more reliable than a hand-made Swiss watch of Geneva, and they are really the standard time-pieces of the world.

NEW SOUTH WALES INDUSTRIES.

In an interesting paper by Mr. F. J. Donohue, in a work on the character and resources of New South Wales, just issued from the Government Printing Office, Sydney, some light is cast on the present condition of the manufacturing industries of that colony. In metal working and machinery the most active branches are the smelting, engineering and railway carriage works. The first-named employed 1,516 hands in 1894, though the number was as high as 2,354 two years before, the falling off being one of the consequences of the depression in silver. There was in that year plant in the colony to the value of somewhat under £300,000, with about 1,700 h.p., and 23 establishments. The railway workshops gave employment to 2,739 hands. The plant in 1892 was valued at over £125,000, with a horsepower of 1,040. The engineering works employed 1,920 men last year, the value of machinery being quoted two years before at £186,074. Besides these, upwards of 800 men are employed in ironworks and foundries, and the industries of boiler and agricultural implement making, wire works and galvanized ironwork, blacksmith and coppersmith work, tinware, etc., are actively carried on in a smaller way. In the business of shipbuilding about 1,300 hands are employed.

SINCERITY IN BUSINESS.

In no walk of life, remarks American Artisan, is sincerity more desirable than in business. The business man, to be successful, must be genuine. It does not follow that he must wear his heart on his sleeve, but whatever appearance he does manifest must be backed up by fact, in both character and business. In many cases love of display will cause one to assume the position that he is doing a tremendous business—he is, perhaps, loaded down with the weight of responsibility and care. Such an affectation is very transparent unless backed up by facts. A business appearance cannot be put on. Business is something serious and earnest. To be successful in it one must be natural and sincere. To acquire the business manner it is only necessary to do the work heartily and naturally that one finds to do, carefully avoiding shams of all kinds or anything which savors of insincerity.

WIRE NAILS

WIRE - TACKS

Ontario Tack Co.

HAMILTON

PARIS GREEN

IN USUAL SIZED PACKAGES

SANDERSON PEARCY & CO., 61, 63 and 65
Adelaide St. West, TORONTO.

PORTLAND CEMENTS . . .

Best English and Belgian Brands

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes,
Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS.

WE SELL AT THE LOWEST PRICES.

GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & Co.

Montreal

Binder Twine

SISAL, White or Colored

RED CROWN

BLUE CROWN

IMPERIAL

MAPLE LEAF

BEAVER

EAGLE

DOMINION

PURE MANILLA

Write for Prices

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

A NEW SPORTING GOODS DEPARTMENT.

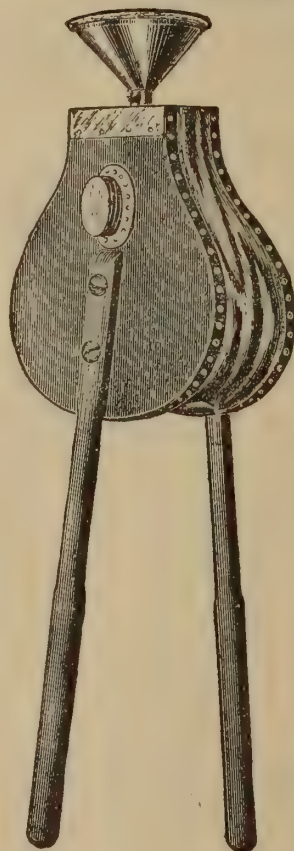
RICE LEWIS & SONS, LTD., of Toronto, are this season making a specialty of sporting goods. In pursuance of this the second floor of their warehouse has been set apart and fitted up as a sporting goods department. The fittings and appurtenances are handsome, especially the antique oak cases. Large cases have been arranged along the east wall, and these contain the best American and English high-priced double and single-barrel guns of all descriptions. Among the arms found therein is the "Savage" rifle, which made the big record in the military test held recently at the gun exhibition in New York. This rifle is sufficiently strong to shoot nitro powder. In one of the table cases are displayed various lines of revolvers, including Smith & Wesson, Merlin, Hulbert, and target. In fishing tackle, there are rods in bamboo, green hearts, steel, etc.; reels, hooks, lines, flies, sinkers of all descriptions. Baseball goods, lawn tennis outfits, and rackets are well in evidence. In the centre of the floor are to be seen a variety of dog collars, whips, chain couplings, everything, in fact, that the dog fancier requires. Another part of the floor is occupied with a beautiful display of sterling silver ware, hollow ware, etc., while suspended from the ceiling are hammocks of various styles and qualities. In one of the cases were samples of "Witch" pocket soap. The soap is in the form of leaves, and is enclosed in a cover similar to popular pocket editions of standard books. When you desire to wash your hands a leaf of soap is torn from the book. It is a most handy device for bicyclists and travelers. The retail trade would do well to inspect Rice Lewis & Son's sporting goods department.

SPORTS DEPARTMENT.

SPORTING, games, and all such athletic goods as are used in cricket, lawn tennis, football, croquet, golf, bowls, gymnastics, etc., could form part of the stock of the up-to-date ironmonger; but, like other special departments, its success depends on the way it is handled, says a writer in Hardwareman. A special sports catalogue, dealing with each head, should be got out and circulated freely among the different athletic clubs in the neighborhood, the prices should be such as would meet with the approval of the committees, and the catalogue could also contain information as to the rules of different games or other sporting information. Our new department must of necessity be smartly advertised by posters and in the local papers, and handbills freely circulated about, especially at athletic meetings, cricket matches, etc. Our advertisement should also appear on programmes. If our show space permits, a special window should

be devoted to the showing of the goods, or, if not, frequent exhibits should be made in the space available. A great attraction to our show can be formed by the posting up in the window results of cricket matches and other athletic results of interest. Another attractive interest is the photos of leading athletes placed in position in the window; and a lasting attraction is the displaying of prizes to be awarded by clubs to deserving competitors at race meeting. If we can get the permission of officials concerned we might, as an extra inducement, offer to present a small prize ourselves. We could also run our presentation plate for the same object; and particulars of the special lines we can offer in cups and other useful articles should appear in our sports catalogue. Instruction and rule books, badges and other novelties connected with this branch must not be forgotten; and it would be well for the person in charge of the department to be well informed in athletic gossip and news, so that he can bring his influence to bear more forcibly on the exacting customers this department usually brings. Our stock must, of course, be above the reproach of even the most critical exponent of games, etc., well selected, and well kept. This is a great athletic age, and is getting more so; therefore, ironmongers should do their best to encourage this legitimate acquisition to their departments.

PNEUMATIC POTATO BUG DESTROYER.



H. S. Howland, Sons & Co. have been appointed agents in Toronto for the Pneumatic Bug Destroyer. The Destroyer is a bellows-shaped instrument and will hold one pound of Paris green, sufficient for one acre of vines. With these bellows, it is claimed, Paris green can be applied in its unadulterated state and in a more efficient and economical way than by any other process, and without injury to

the vines. The wholesale price of the Destroyer is \$9 per dozen, and the machines can be retailed at \$1 each. The accompanying cut is an illustration of the "Destroyer."

DISCOVERY OF THE ARGAND CHIMNEY.

TO the Egyptians has been given the honor of inventing the lamp, but it seems more than probable that they received it from the older civilization of India, remarks an exchange. The lamps originally used by the Hebrews, the Egyptians and the Greeks were simply flat vessels with a small handle at one end, and at the other a little projection with a hole forming a nozzle. In the back was a larger opening, into which the oil was poured. The oil used was generally vegetable, but, according to Pliny, it was sometimes of liquid bitumen.

The lamp commonly used in Egypt at the present time is a small glass vessel, with a tube in the bottom, in which is placed a wick of cotton twisted around straw. The common lamp of India is a small earthen saucer, with a bit of twisted cotton for a wick. The ordinary traveler's torch or lamp in India is a bundle of strips of rags at the end on a stick, with oil poured over it. In "Bible lands" the lamp commonly used is a small earthenware plate, with the edge turned up to make it hold a small quantity of oil.

Among the most beautiful ruins of antiquity that have been preserved are a great number of Egyptian, Greek and Roman lamps, formed of clay, metal, terra cotta and bronze. The museum at Naples contains the finest variety of specimens to be found anywhere. These were recovered from the ruins of Pompeii and Herculaneum. Some lamps were hung with chains to bronze candelabra; some were supported by beautiful brackets.

In 1784 Ami Argand, a Swiss residing in London, made an entire revolution in artificial light by inventing a burner with a circular wick, the flame being thus supplied with an inner and an outer current of air. To Argand we also owe the invention of the common glass lamp chimney. He was very desirous of increasing the light given out by the lamp that he had invented, and to that end had made many experiments, but all to no purpose.

One night, as he sat by his work table thinking, he noticed an oil flask lying near, which the bottom had been broken off, leaving a long-necked, funnel-shaped tube. He carelessly picked this up and "almost without thought" placed it over the flame of his lamp. The result astonished and delighted him, for the flame became a brilliant white light. Argand made practical use of the hint thus given him by devising the lamp chimney.

A. Tourangeau, general storekeeper, of L'Original, has made an assignment for the benefit of his creditors to Henry Barber & Co., of Toronto. The estate is valued at between \$18,000 and \$20,000, and the assets are said to compare very favorably with the liabilities. The principal creditors are Montreal houses.

CARRIER, LAINE & CO.

264½ St. Joseph St., QUEBEC.
145 St. James St., MONTREAL.

— LEVIS, P.Q.

Engineers, Machinists, Boiler Makers, Founders, Ship Builders and General Contractors, Bridge Builders.

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

THE VALUE OF A MAN.

MANY employers pay men on the basis of their monthly sales—an apparently narrow-minded, short-sighted policy, says a writer in a contemporary. The man on the road may sell goods by force of wit and personal magnetism, and at the same time build up for his house and brands a gradual distrust, a weakening faith in their genuineness, which will cause the customer, sooner or later, to try other brands, other houses, just because the salesman did not always tell the truth.

Men in stores where others are employed can exert an influence of far greater value to their employers than mere precise execution of orders, mere selling of goods or keeping books.

Younger employes often mould their habits, thoughts and lives upon the lines laid down by older ones. If they see a man advanced and pushed ahead whom they know does not scruple to lie or misrepresent, they will do likewise; and the public, who, as a rule, are more intelligent than the clerk, will discover the unreliability of that store and its employes, and avoid it and them, to the loss of the employer.

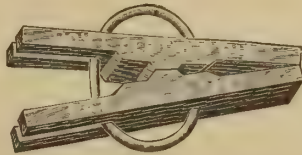
The influence of a senior employe who sets an example of straightforwardness, will be of great value at the present time, and more as time progresses.

The man who is alert, quick, bright, wide-

awake, active, who respects and teaches others to respect his employers, and whose word in trivial things as well as big is not doubted, whose life outside of business is above reproach, has a value far beyond the one who simply sells goods or keeps books without other aim or ambition.

SPRING CLOTHES PINS.

A unique and practical household article is the Hoyt patent spring clothes pin, which is illustrated by the accompanying cut. Spring clothes pins are not a new article, there being several kinds on the market, but the price has always been too high to admit of their coming into general use. This difficulty has now been overcome by placing



the "Hoyt pin" on the market, so that they can be retailed at 6c. per dozen, and afford the retail dealer a very liberal profit. They can be used on wire or rope clothes lines, will not split like the old-fashioned pin, and will hold the clothes securely. They are put up in 5-gross cases, and can be had of all wholesale and retail dealers in Canada. The firm of Chas. Boeckh & Sons, wholesale brushes, brooms and woodenware, Toronto, have the exclusive agency, and will be pleased to quote prices on application.

THEY KNOW WHAT THEY WANT.

The man who palms off on a customer what he neither asks for nor desires is practically a bunco steerer, says The Boston Globe. He not only discredits the intelligence and judgment of his patrons, but to all intents and purposes is guilty of obtaining money under false pretences.

The field is wide. There is nothing to prevent any dealer who so desires from bringing before the public any proprietary preparation of his own in which he has faith. Indeed, a man who really believes he has a "good thing" owes it to the public, as well as to himself, to give the fact the greatest attainable publicity. But the penny-wise, pound-foolish dealer who tries to palm off "something else" when a customer wants a certain well-known and widely advertised preparation ought to be sent to Coventry in double-quick time. The people know what they want and are entitled to it.

KEEP UP YOUR STOCK.

Never economize in the quality of your stock, even though the profit may be doubled, remarks an American contemporary. The minute you get a reputation for selling "cheap" stuff—and you will get it if you do this thing—you may as well give up and retire, so far as the possibility of any permanent, continuous family trade is concerned. You'll have transient "cheap" trade, but family trade don't go to the cheap man. It goes to the merchant who keeps the best, lets people know it, and sells for the smallest possible price which will allow a decent profit.

Hammered Charcoal Bar Iron

UNEXCELLED FOR

BOLTS, NUTS
DROP FORGINGS
RIVET IRON
SET SCREWS

STAY BOLT IRON
CARRIAGE IRON
AXE IRON
AXLE IRON, etc.

THE

Guelph Norway Iron & Steel Co. Ltd., Guelph

TRADE CHAT.

WORK on the new steel bridge at Stevens' mill, Aylmer, has been commenced. The bridge across Kettle Creek west of Belmont will be put up next week.

The population of Owen Sound is 7,703.

Work has been commenced on the Elgin Loan Co.'s new building at St. Thomas.

A flowing oil well was struck on the farm of Mr. Miller, 2nd con., Sarnia township, a few days ago.

There is to be an inquest as to the causes which led to the destruction by fire of McKendry's dry goods store at Toronto on Monday.

The H. A. Lozier Co., bicycle manufacturers, will erect an immense tube works at Greenville, Pa. The plant will employ about 500 men.

A permit has been issued to the Toronto Radiator Co. for the erection of a one-storey brick addition to foundry, Dufferin street, to cost \$4,000.

Geo. Sylvester, of Florence, Ont., sold his blacksmith shop to McLevey Bros., and has secured the position as second engineer on the steamer Cambria.

According to The Engineer, the marine engine of to-day within a given amount of coal, can do 12 times the amount of work of the marine engine of 50 years ago.

Charles A. Phillips, of Bristol, Carleton county, N.B., general dealer, who some months ago asked for an extension of time, this week made an assignment. Liabilities, about \$14,000.

A Toronto firm has purchased the old organ factory in Clarksburg, and is now making extensive alterations in it suitable for the manufacture of bicycle rims. Twenty-five hands will be employed.

A letter has been received by the Ontario Bureau of Mines from Sault Ste. Marie stating that calcium carbide, the raw material from which acetylene gas is made, is being prepared in abundance. From three to five tons is manufactured daily. The lime is com-

ing from St. Joseph's Island. It is understood now that a factory for the manufacture of this valuable gas will be established at Peterboro'.

Mr. Mundell, of J. Mundell & Co., Elora, whose furniture factory was recently destroyed by fire, is in the city endeavoring to negotiate for the location of his industry here. —Guelph Herald.

A consignment of slates from Canada has recently been received in London. It has attracted attention because of its excellent quality, and several enquiries have been made at the High Commissioner's office on the subject.

An attractive and interesting programme has been issued for the sixth annual convention of the Canadian Electrical Association, to be held in Toronto, in the Council Chamber of the Board of Trade, on the 17th, 18th and 19th inst.

The Hamilton Powder Co. gives notice that it will apply to Parliament for authority to change the head office of the company to Montreal, to increase its capital, and to increase the amount for which the company can issue bonds.

A meeting of the shareholders of the Hamilton Iron and Steel Company was held Friday afternoon, at which it was decided to sell to the Hamilton Blast Furnace Company the property of the Hamilton Iron and Steel Company.

In future all the heavy repair work on the G.T.R. locomotives will be done at Stratford and Montreal, instead of the various round houses along the line. The whole fitting staffs at some of the round houses have been dismissed already.

It is understood in railway circles that the erection of the G.T.R. car shops in London will be proceeded with almost immediately, and that in conformity with the signed agreement all the car shops west of Toronto will be centred in London.

Science has discovered a light which is as brilliant as mid-day sunlight, and another wonderful advance has been made by electricity. McFarlan Moore, the inventor,

who explained his method to all who stopped to listen, at the New York Electrical Exhibition, has risen from obscurity to a high place, and is the subject of much attention.

The late John Livingstone, of Listowel, was one of the richest men in the county of Perth. His estate was worth \$500,000, besides nearly \$100,000 life insurance. The estate will pay a succession tax of 5 per cent. to the Ontario Government.

The big iron bridge, which is to take the place of the antiquated scow at the Beach canal, arrived from Montreal last night on the propeller Acadia. The bridge, which was brought in sections, of course, weighs 160 tons, and it was unloaded at the canal to-day.—Herald, Hamilton.

Jas. A. Bell, county engineer, and Chairman Donaldson were at Woodstock recently and awarded the contract for the new Catfish drain bridge. The masonry contract was awarded to Isaac Crouse, of London, at \$200 and the steel work to the Central Bride Co., Peterborough, at \$250.—Times, St. Thomas.

To lessen, if not to abolish altogether, the noise of a train when crossing a bridge, a German engineer has devised a scheme which has proved surprisingly successful. He puts a decking of planks between the cross girders, and on the planks a double layer of felt is placed. In this way any noise is prevented.

An entirely new system of checking baggage will soon go into effect on the G.T.R. system. Fifteen thousand of the new brass checks are being manufactured at the shops in Port Huron. Besides a general check with the words, "Property of the Grand Trunk," a local check will be supplied to every station on the road.

A Rat Portage despatch of June 5 says: Mr. Park, mining expert, reached town last night, reporting one of the biggest finds of gold in the experience of the district. The property, which is to be called the Jennie Leigh mine, is said to be 20 feet across on the surface, and, stripped for several hundred feet, shows a fine body of clean quartz. Samples of the ore shown here caused much excitement. Dr. Scovil and Mr. Park are the owners.



"Wolff American"—High Art Cycles.
 "McCune" Cycles—Highest grades and great value.
 "Commercial" Cycles—Good machines.

Also Juvenile bicycles on hand, and "Adler" Cycles,
 "Boker's IXL" Cycles for importation.

DORKEN BROS. & CO.

140 McGill
 Street

MONTREAL

GUARDS . .

*Basement Window Guards.
Factory and Mill Window
Guards.
School and Church Guards.*

*Store Front Guards. Office Counter Railings.
Inside Fine Woven Wire Blinds, lettered or plain.*

Manufactured by

Write for Catalogue and Price List.

The B. GREENING WIRE CO., Ltd., Hamilton, Ont.

EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

LARGEST SPORTING GOODS HOUSE IN CANADA.

McCready's Moved To 219-221 Yonge Street

Only temporary premises while we're getting our new home built—but we'll be here long enough to make it well worth your while to look us up. Temporary premises prices mean big cuts all along the line. What we've moved here we'll sell here. **Everything** must be cleared out as we open the new building with brand new stock. Write for particulars.

The R. A. McCREADY CO., Ltd.

219-221 Yonge Street, Toronto, Ont.

When Seconds are Precious

And the filled Fire Pail is in its accustomed place, the incipient fire is as good as extinguished.

EDDY'S Round Bottom Indurated Fibreware Fire Pails cannot be used for ordinary purposes. They must hang on a nail or rest in a rack, and are consequently **always ready when wanted.**

Write us or our agents for prices.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Persse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 12, 1896.
HARDWARE.

THE week has developed no radical improvement in trade, the old explanation, "we are waiting until after the elections," being in every jobber's mouth. Plain wire has been motionless, but small quantities of barb have been moving. Cut nails are almost lifeless, and the same applies to wire nails. The jobbers here fail to experience the better demand noted for horse nails in the west, and horseshoes are unchanged also. Small lots of screws appear to be wanted still and tacks are asked for in a small way. A moderate movement is kept up in brass and copper wire, while carriage bolts and iron nails are featureless. Copper rivets are still asked for, however, to a fair extent. Binder twine has been more enquired for, but the actual change is not appreciable. Naval storekeepers are finding sale for a fair quantity of cordage. No change is noted in belting. Small assortments of cutlery were ordered, contributing a fair volume of trade. Chain, plumbing supplies, green wire cloth and churns continue quiet. Ice cream freezers and clothes wringers have found a moderate demand. The unsettled feeling in building paper values continues. Tin and iron ware are moving to a fair extent, while operations in cement and firebricks are of a limited character, considering the season of the year.

PLAIN WIRE—Trade continues quiet and unchanged. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—The fair demand for barbed wire noted during the past two weeks

continues, and orders are now coming in from the east as well as the west, though for small quantities. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—There is only a very moderate trade in cut nails. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—No improvement is noted in the demand for wire nails. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Continue as before, and the improvement noted by western houses is not experienced here. Discount 50 per cent.

HORSESHOES—Continue quiet and without feature. We quote: Iron, \$3.50, and steel, \$4.75 to \$5.75.

SCREWS—A few small orders keep coming in. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—Are enquired for in a small way.

BUILDERS' SUPPLIES—Orders from the country are fairly good.

BRASS AND COPPER WIRE—A fair demand is still noted. Discount 12½ per cent.

CARRIAGE BOLTS—Quieter than last week. Discount 60 per cent.

RIVETS, ETC.—Move very quietly. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—The demand noted in our last continues for these. Discount 50 per cent.

BINDER TWINE—A moderate movement in this line is reported. We quote: 6¾ to 8¼c., as to brand.

ROPE—Naval storekeepers are still ordering cordage to a fair extent. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—Leather belting is asked for in a moderate way, and business keeps of a steady volume. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—Small orders for assortments result in a fair aggregate volume of business in this line.

SPORTING GOODS—Nothing special is noted in this line.

CHAIN—Continues dull and featureless.

PLUMBERS' SUPPLIES—Nothing to report of a special nature.

GREEN WIRE CLOTH—Business limited, and prices unchanged at \$1.50 to \$1.60 per 100 feet.

ICE CREAM FREEZERS—Orders are fair for these goods, and prices steady at \$1.50 to \$7, as to grade.

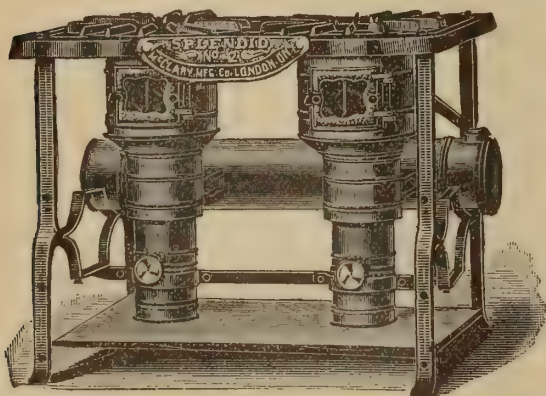
CLOTHES WRINGERS—There is a fair demand for these. Prices are \$26.50 to \$27.

CHURNS—Business quiet and discounts unchanged.

TOOLS—No change to report, a good jobbing trade being maintained in harvesting and gardening tools.

AXES—Continue as before. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5.50 per doz.

BUILDING PAPER—The cutting in prices that has prevailed here of late appears to



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. Brass Reservoir located so that it is impossible to become heated. Steel top and frame. Roasting, baking and broiling can be done to perfection. NO ODOR. Made in 3 sizes—I, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

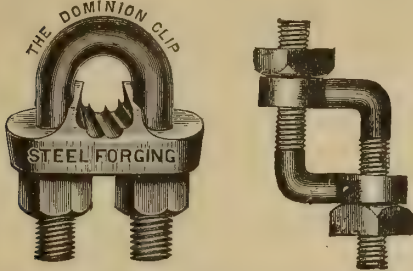
LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealers cannot supply, write our nearest house.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES
MANUFACTURED BY
THE DOMINION WIRE ROPE CO. LTD.
164 St. James Street
Send for 1896 Catalogue) **MONTREAL**

The North West...

In the progress and prosperity of the North West lies the hope of this Dominion. We believe it will be justified; as sincerely as we do that we make the best horse nail in Canada to-day. If the best known material, skilled workmen and thirty-one years of manufacturing experience can assist to do so, then our claim is good. Try our "C" brand and judge for yourselves. Our name and trademark is on each box.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands

. . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE,
WITH A FIRM AND
AMPLE BASE."
—Longfellow.

DO YOU?

WISH THUS TO BUILD
an advertisement
in the
**CONTRACT-
RECORD,**
TORONTO
will bring you
tenders from the
best contractors.

have extended to the west. We quote: Plain, 35 to 40c.; tarred lining 45 to 50c., and ditto roofing \$1.40 to \$1.50.

WARE—Iron and tin ware is enquired for to a fair extent.

CEMENT—Business very dull, and prices the same at \$1.90 to \$2 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—There is a moderate enquiry for these at \$16 to \$22 per 1,000.

METALS.

The heavy iron and metal market is exceedingly quiet, and no important change is looked for until after the elections. Buyers of all kinds of material content themselves with supplying only actual wants, and naturally a demand limited to the barest necessities restricts trade to very narrow proportions.

PIG IRON—Offers of American pig have been made here, but no trading has resulted, the price of both Scotch and Nova Scotia being pretty low. Summerlee and Ayrshire ex wharf has sold at \$19, and we quote \$19.50 in the ordinary way. Contracts for Nova Scotia have, it is claimed, been put through for less money than 16.50, but we quote \$16.50 to \$17, as to grade.

BAR IRON—There has been no change in bar iron, and we quote \$1.60 to \$1.65 for jobbing sales.

HOOPS AND BANDS—Some small lots of these have been asked for. We quote \$2.25 to \$2.30.

SHEET STEEL—Going out in small quantities to a fair extent at \$2.75 for 8 to 16 gauge.

SHEET IRON—There is a fair jobbing call black sheets, and we quote prices steady at \$2.25 to \$2.50.

TINNED IRON—Business quiet, and prices unchanged at \$5.75 up to 24 gauge.

LEAD PIPE—A fairly active jobbing trade is noted. We quote 7 to 7½c., with 30 per cent. off.

PIG LEAD—Some enquiry has been felt during the week, but it has not resulted in much. We quote \$3.25 to \$3.35.

GALVANIZED IRON—Business is moderate, while prices are well maintained. We quote \$4.25 to \$5, as to grade, etc.

INGOT TIN—Business fair for small lots at 16½c.

INGOT COPPER—Quiet and unchanged at 15½ to 16c.

SHEET COPPER—There is a fair enquiry for sheathing copper at prices ranging from 15½ to 16c.

IRON PIPE—The irregularity in discounts is still a feature of the market, the basis of sale shifting quite frequently. Discounts range from 65 to 70 and 10 off the list.

CANADA PLATES—There has been some enquiry for Canada plates, but they are not as active as last week. Prices are steady at \$2.15 to \$2.25.

Wire Solder

DO YOU USE IT ?
I MAKE IT.

Write for Sample and Price.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

TIN PLATES—The steadier feeling noted last week on these is maintained, and some good sales of coke have been made during the week at steady values. We quote : Coke, \$2.65 to \$2.75, and charcoal, \$3 to \$3.25.

TERNE PLATES—The firm feeling noted is maintained in these. The jobbing demand is of a fair character at \$5.75 to \$6.25.

SOLDER—Continues quiet and steady at 11½ to 13c.

SHEET ZINC—Cables exhibit a steady tendency on this abroad. Spot prices are steady at last week's advance, with a moderate demand, 5 to 5½c.

SPELTER—Strength in spelter continues, but there is no change in spot quotations, which are \$4.50 to \$4.75.

ANTIMONY—Quiet and unchanged at 10c.

GLASS.

The glass market is quiet, and glaziers generally appear to be well supplied ahead. We quote : \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

The feature of the week has been the further weakening in prices of linseed oil and turpentine, the present quotations being the lowest that have been named for several years. Linseed oil, mainly owing to an improved demand in England, has slacked somewhat, and we are able to report sales at a reduction on figures last quoted.

WHITE LEAD—In good demand at former prices. We quote : Choice brands Government standard, \$4.75 ; No. 1, \$4.50 ; No. 2, \$4.25 ; dry white, \$4.50.

RED LEAD—Firm and unchanged. We quote : Pure, 4c. in casks and 4¼c. in kegs ; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Continue in active demand at listed figures.

PARIS GREEN—Is being enquired for, and stocks being light, prices have an upward tendency. We quote : Casks, 14c. ; drums, 14½c., and packets, 15c.

LINSEED OIL—Owing to free arrivals and lower prices in England sellers of raw are free at 51c. and boiled at 54c. ; round lots 1c. less.

TURPENTINE—Weak and lower at 40c. in single barrels and 39c. in five-barrel lots, less the usual discount for 30 days.

NAVAL STORES—A firmer feeling is noted in resins, especially for the lower grades, which are now held at \$2.75. Cotton waste and oakum are in fair demand. We quote : Resins, \$2.85 to \$5, as to brand ; coal tar, \$3 to \$3.50 ; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white ; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

The only change in heavy chemicals has been in bleaching powder, free arrivals resulting in a decline in price to \$2.50 to \$2.75. We quote : Bleaching powder, \$2.50 to \$2.75 ; bicarb. soda, \$2.25 to \$2.35 ; sal

soda, 70 to 80c. ; carbolic acid, 1-lb. bottles, 25 to 30c. ; caustic soda, 60 per cent., \$1.90 to \$2 ; ditto, 70 per cent., \$2.15 to \$2.40 ; chlorate of potash, 17½ to 20c. ; alum, \$1.40 to \$1.50 ; copperas, 75 to 80c. ; sulphur flour, \$1.75 to \$2 ; ditto roll, \$2 to \$2.10 ; sulphate of copper, \$4.75 ; white sugar of lead, 7½ to 8¼c. ; bich. potash, 10 to 12c. ; sumac, Sicily, per ton, \$50 to \$60 ; soda ash, 48 to 58 per cent., \$1.15 to \$1.50 ; chip logwood, \$2 to \$2.50.

PETROLEUM.

Business continues quiet and steady. We quote as follows : Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash ; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities ; Acme water white, 20½c. in car lots, and 21½c. in small lots ; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES

Quebec tanners have been active competitors for supplies of hides, and prices of beef hides have jumped 1c. in consequence, the range now being 4 to 6c., as to grade.

ASHES.

There has been no change in the ashes market, which continues quiet and steady. We quote : Firsts, \$3.60 to \$3.65 ; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MONTREAL NOTES.

The firm tendency of spelter is maintained abroad.

W. H. Cottingham, of the W. H. Cottingham Co., has returned from his visit to Cleveland and the western country.

Another decline has transpired both in linseed oil and turpentine of 1c. per gallon, and both are weak at the decline.

Low offers of American pig iron are reported on this market, but it is learned that no business has as yet arisen out of them.

The Canada Paint Co.'s advices state that the arrivals of new turpentine at shipping points already are 10,000 barrels in excess of the same period last year.

Dorken Bros. are kept very busy at present attending to their bicycle orders. They represent leading American makers of these machines and call attention to their ad.

The arrivals of English and Belgian cement during the past week were 3,500 English, and 6,000 Belgian. Over 50,000 firebricks were also landed on the wharfs.

The fire in the W. H. Cottingham Co.'s premises did not interfere with the working portion of the building. All orders were got forward promptly without any interruption.

ONTARIO MARKETS.

TORONTO, June 12, 1896.

HARDWARE.

As the day of the general election approaches, business in the hardware trade appears to ease off. At any rate that is the reason advanced for business not being brisker than it is. Travelers advise that country merchants are so busy

with politics that they have not the time to attend to business. Consequently they are not getting many orders. The demand for ordinary wire fencing and barb wire is slightly better. Trade in horseshoes and horseshoe nails shows some falling off. Brass and copper wire is going out nicely. Rope is still in fair demand, but there is not much doing yet in binder twine. There is a little more doing in churns, but less in clothes wringers. Trade continues active in rubber hose.

FENCE WIRE—Orders are still coming in regularly, although they are not for large lots. Prices are firmly held. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days ; in lots of less than 1,000 lbs., freight is prepaid to any point where rate does not exceed 25c. per 100 lbs. ; smaller lots f.o.b. Toronto, Montreal and Hamilton.

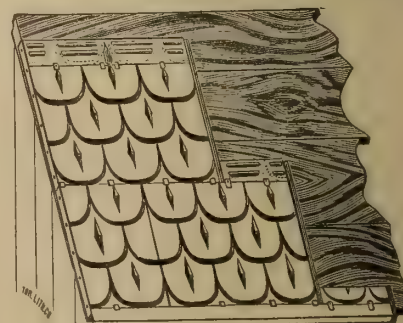
BARB WIRE—The demand has been a little better during the past week as far as the number of orders are concerned. There appears to be a scarcity of some sizes on the Toronto market. We quote as follows : Barb wire, \$3 ; plain twist, \$3 per 100 lbs. ; staples \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs. ; on spools lighter than 75 lbs. 10c. extra will be charged. Terms : 60 days, or 2 per cent. off 30 days.

CUT NAILS—Orders are still coming in fairly well for 10-keg lots ; in fact, business has been rather more active than for some time. Base price, \$3.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The demand keeps fair, the usual quantities moving. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

**THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.**

are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Trade is not as good as it was a week ago. Discount, 50 per cent.

HORSESHOES—This line also shows less activity. We quote, f.o.b. Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35, toe weight, \$5.80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head brass, 72½ per cent.

BUILDERS' SUPPLIES—There is less business doing in this line than there was a week ago.

BRASS AND COPPER WIRE—Is going out freely. Discount, 12½ to 15 per cent.

CARRIAGE BOLTS—Are moving slowly. Discount, 60 per cent.

RIVETS AND BURRS—Copper rivets are in fair movement. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Orders are still of unsatisfactory proportions. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½; sisal twine, 6¾c. per lb. These quotations are subject to rebate.

ROPE—The slight improvement noted last week appears to have continued. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Business continues fair. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—A great many case carvers are going out just now for the June weddings.

SPORTING GOODS—There is a little ammunition going out for trap shooting, but otherwise there is practically nothing doing.

GREEN WIRE CLOTH—There is very little doing. We quote \$1.50 per 100 square feet.

COIL CHAIN—Trade is at a standstill. Prices in England are lower. Ruling quotations are: Quarter inch, 4¾c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

PLUMBERS' SUPPLIES—There is still a fair demand, and as far as can be ascertained prices are firmly held.

ICE CREAM FREEZERS—The weather has been unfavorable to the sale of ice cream freezers. We quote \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—The demand has again eased off. We quote \$26.50 to \$27.

CHURNS—There is a little more doing this week than for some time past. Discounts

METAL BUILDING MATERIAL

Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors

Of our well known Patented
and Registered Designs at
very close prices to the trade

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—There is not a great deal to report in connection with this line. Business is being fairly well maintained, especially in garden tools.

RUBBER HOSE—Orders are still coming in freely. We quote: Lion, 70 to 70 and 5 per cent.; Competition, 75 to 75 and 5.

BUILDING PAPER—Quite a few orders have been received during the week, the demand having increased since the reduction took place a week ago. We quote as follows: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Demand is still fair for small quantities. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC.—While trade is not as good as it was in tinware, it is still fair. Graniteware also continues in fairly good demand.

METALS.

Trade is fairly good, and better in proportion than that in hardware.

PIG IRON—We have no transactions to report.

BAR IRON—Is still dull and featureless. The idea as to base price is \$1.55, f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—The improvement noted last week has been maintained. We quote \$2.30 to \$2.35, according to quality.

SHEET STEEL—Is going out tolerably well, "Dead Flat" particularly, of which some good round lots have changed hands. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—Is also moving more freely. Prices in the heavier gauges have advanced 10c. per 100 pounds, 10 to 20 gauge now being quoted at \$2.60 and 14 to 16 gauge at \$2.70. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70;

18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Is moving more freely. Very few case lots are, however, changing hands. We quote as follows: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—Trade remains fair. We quote: Lead pipe, 7c.; lead waste, 7½c.; discount, 30 per cent. off.

PIG LEAD—Trade is more active than it has been for some time. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—Quite a number of case lots have changed hands and a number of orders have been booked for import, but still the average demand is for broken lots. We quote Queen's Head or equal brands: 16 gauge, \$4 per 100 lbs.; 18 to 20, \$3.65; 22 to 24, \$3.75; 26, \$4; 28, \$4.25. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—While some good sales have been reported in Straits, in Lamb and Flag the demand has only been for small lots. Prices are unchanged at 16½ to 17c.

INGOT COPPER—Is more lively, some round lots having been disposed of. The ruling price is 11¾c. per lb.

SHEATHING COPPER—Trade is much the same as it was a week ago. Prices are firm, with an upward tendency. We quote: 1¼ to 16c., according to quantity, for 16 oz.; lighter weights in proportion.

IRON PIPE—Trade is brisk, especially in black pipe. Prices remain unchanged, except in ¼ inch, discount on which is now 60 and 10 per cent. instead of 67½. We quote: English, ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent.; 1¼ to 1½ inch, 70 and 5 per cent.; 2-inch, 70 and 10 per cent.; Canadian and American, ¼-inch, 60 per cent.; ¾ and ½ inch, 65 per cent.; ¾, 1, 1¼ and 1½-inch, 70 per cent.; 2 inch, 70 and 5 per cent.

RANGE BOILERS—Are in fair demand. We quote: Domestic galvanized, 30 gal.,

\$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, 30 gal., \$6.25; 35 gal., \$7.25; 40 gal., \$8.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—A few good sales have been made in special sizes, but from general stock the demand is limited. At the same time, however, orders are being freely booked for import for fall delivery. We quote: For import—52-sheet boxes, \$2.35; 60 ditto, \$2.45; 75 ditto, \$2.55; Alaska, \$2.85. From stock we quote: Half-polished, \$2.50; 60-sheet boxes, \$2.55 to \$2.60; 75-sheet boxes, \$2.65 to \$2.70; 20x28, \$2.50 to \$2.75 per 100 pounds.

TIN PLATES—Trade is only fair. We quote: Charcoal, \$3.25; cokes, \$2.90 for ordinary and \$3.15 for squares and stamping cokes.

SOIL PIPE—Trade is fairly active at the unchanged discount of 60 per cent.

SHEET BRASS—Is going out freely in all gauges. Discounts, 25 to 33½ per cent., according to quantity.

TERNE PLATES—The demand is increasing, and prices are firm. The idea for best brands is \$6.

SOLDER—Demand continues good for small lots. We quote 11½c. for standard and 12c. for half and half.

ZINC SPELTER—Stocks are low and prices firmer, figures now being: Imported, ton lots, 4½c., and small lots, 4¾c.

SHEET ZINC—Very little doing. We quote 5¼ to 5½c.

ANTIMONY—Quiet and unchanged. We quote: Cookson's, 10c. in cask lots, and ordinary at 9c.

GLASS.

Shipments of window glass from stock do not amount to much, for the simple reason that most of the import orders will have been delivered to the different destinations throughout the country by the end of next week. The shipments certainly are coming out much more promptly than last year, very few complaints so far having been received by the jobbers about the delay. Prices are somewhat unsettled, but the general run appears to be \$2.20 to \$2.30 for first break, \$2.50 to \$2.90 for third, and \$3.20 for fourth break. For first break in 50-foot boxes we quote \$1.15 to \$1.25.

OLD MATERIAL.

Business is fair and an improvement is to be noted in deliveries. We quote as follows: Agricultural scrap, 50 to 55½c. per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

Varnishes for House Painters,
Boat Builders, etc., etc.

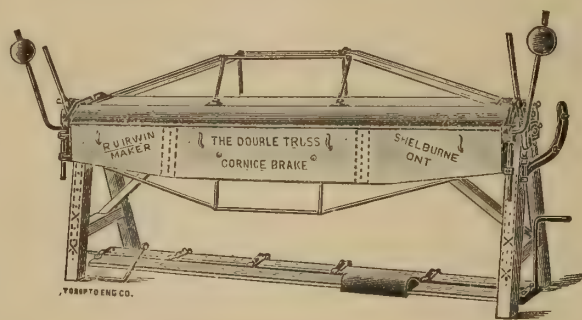
MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Our 8-foot
Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to

THE DOUBLE TRUSS
CORNICER BRAKE CO.

Shelburne, Ont.

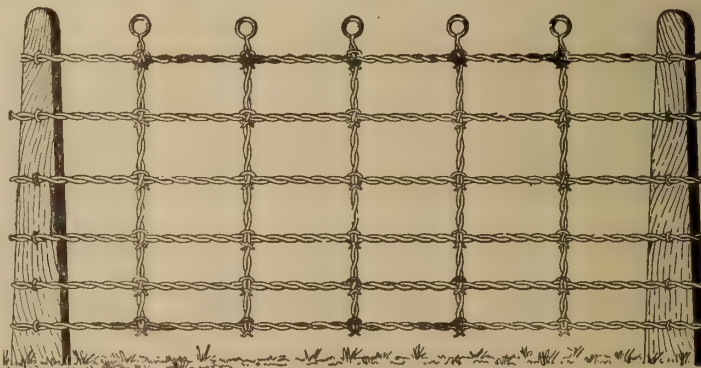
BRUSHES

Our 1896 Price List is now ready for the trade. We have added many new lines at greatly reduced prices, and with our liberal system of discount it will pay you to handle **BOECKH'S** Brushes. The high standard quality of our goods will be rigidly maintained and every effort used to improve upon their style, quality and finish, so that the trade need have no hesitation in recommending them as being **THE BEST**.

CHAS. BOECKH & SONS 80 York Street, Toronto
Manufacturers MONTREAL BRANCH, 301 St. Paul Street

The Collins Twist Wire Fence No. 2

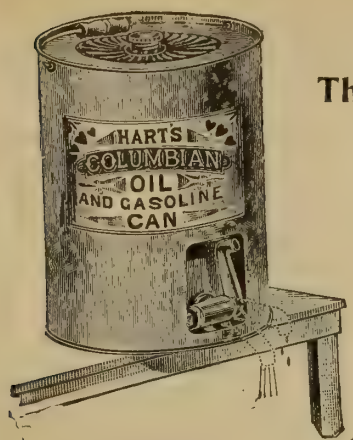
The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St West Toronto, Ont.

Established 1860.

Incorporated 1895.



PATENTED.

The Columbian Faucet Can

FOR OIL AND GASOLINE.

The simplest Can ever put on the market. The Faucet is hung on a swivel and the stream can be stopped at once by raising the Faucet, the cut-off being so perfect that there is no possibility of drip or waste.

The Thos. Davidson Mfg. Co. Ltd.

Send for Sample.

MONTREAL.

to 7c.; scrap lead, 2½c.; zinc, 1¾ to 2c.; scrap rubber, ¾ to ¾c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

PAINTS AND OILS.

The market for the two great staples, linseed oil and turpentine, has developed some soft spots during the past week. Prices, in consequence, have sagged somewhat. The shipments from the turpentine district to the shipping ports of Charleston, Savannah and Wilmington have been enormous. Good buyers are anxious to book ahead at the present low figures, but for futures the large operators require an advance of from 3 to 5c. over present figures. In the Old Country there is a lively demand for oil cake for feeding, and this has led to the production of linseed oil rather in excess of the demand. Locally, there is not a large quantity of oil in sight, consequently prices are fairly well maintained. White lead has been going off with a good demand and list quotations are in force, and there is no tendency to cut prices. Red lead, orange mineral and litharge are active and firm. Liquid paints still keep to the front, and the turn-over, it is stated, will be largely in excess of last year. Paris green seems to have aroused from its sluggishness and is now being freely shipped. Casks are quoted at 14c., drums 14½c., packets 15½c. In dry colors stocks are ample and moving in a gentle way.

WHITE LEAD—Ex Toronto, we quote :

Pure white lead, \$4.75 to \$5 ; No. 1, \$4.50 to \$4.75 ; No. 2, \$4 to \$4.25 ; third grades, \$3.75 to \$4 ; dry white lead in casks, \$4.50

RED LEAD—We quote : \$4.25 in casks, \$4.50 in 100-lb. kegs ; \$4 for No. 1 in casks and \$4.25 for ditto in kegs.

LIQUID PAINTS—Pure, \$1 to \$1.25 per gallon ; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 14c. ; 50-lb. drums, 14½c. ; 1-lb. packages, 15½c. ; ½-lb. packages, 17c. ; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c.

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 54c. ; ditto, 5 to 9 barrels, 53c. ; boiled, 1 to 4 barrels, 57c. ; ditto, 5 to 9 barrels, 56c. ; freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c. less than the above.

TURPENTINE—We quote : 1 to 4 barrels, 43c. ; 5 to 9 barrels, 42c. ; freight allowed ; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb. and 6¾ to 7c. in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD.—We quote : Genuine red lead, in 100-lb. kegs, \$4.25 ; No. 1, ditto, \$4.

PUMICE STONE—Steady at 2½ to 3c. in barrels and 4½c. less quantity.

HIDES, SKINS, WOOL AND TALLOW.

HIDES — Unchanged, with limited demand. Dealers pay 5c. for No. 1, 4c. for No. 2, 3c. for No. 3. Cured hides firm at 5¾c.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firmer at 30c., and pelts, 15c.

WOOL—Trade dull and prices unchanged. New fleece brings 17 to 18c., rejections, 15c., and unwashed, 11c. Pulled supers are 19½ to 20c., and extras, 21c.

TALLOW—Unchanged at 3¾ to 4c. for rendered and 1¼c. for rough.

PETROLEUM.

Trade continues fair with prices a little lower on some lines. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto : Canadian, 16c. ; carbon, safety, 18c. ; Canadian water white, 18c. ; American water white, 20c. ; Pratt's astral, 22c.

MARKET NOTES.

A decline is announced in the price of coil chain in England.

The discount on ¼-inch iron pipe is now 60 and 10 instead of 67½ per cent.

Another shipment of bicycle bells is to hand with H. S. Howland, Sons & Co.

M. & L. Samuel, Benjamin & Co. are showing some special values this week in picture

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY,

Wholesale
Agents,

London, Ont.

nails, moulding books, chair nails, etc., and will be pleased to quote prices on application.

Prices on the heavier gauges of iron pipe have been advanced 10c. per 100 pounds.

H. S. Howland, Sons & Co. report that they are shipping a large number of orders for Paris green this week.

M. & L. Samuel, Benjamin & Co. have a very complete line of scythe stones, comprising all the most salable kinds. They report a good sale for this class of goods.

H. S. Howland, Sons & Co. are in receipt of their first large shipment of glass, and they are now in a position to fill orders for all sizes, both single and double thick.

Advices to hand this week from Sheffield state that in consequence of the advance in wages and the price of raw material, the manufacturers have been forced to reduce their discounts on files, rasps, etc., $2\frac{1}{2}$ per cent.

M. & L. Samuel, Benjamin & Co. are in receipt of another shipment of Kearney & Foot files. "The best indication that this brand gives good satisfaction to the trade is the fact that the sale of Kearney & Foot files is increasing in volume regularly every month," reports the firm.

UNITED STATES MARKETS.

NEW YORK, June 12, 1896.

PIG TIN—Further heavy arrivals here, along with slack demand and somewhat more pronounced "bearish" efforts, served to carry prices lower and give the market a weakish appearance. On 'Change contract terms purchases could have been made at 13.25c. for early delivery, and little, if anything, above 13.35 to 13.40c. f.o.b., could have been secured outside.

COPPER—There is still a paucity in business, yet more or less extensive negotiation, and fairly strong undertone to the market. Prices keep at about 11 $\frac{1}{4}$ c. for Lake Superior ingot; 11 $\frac{1}{4}$ to 11 $\frac{1}{4}$ c. for electrolytic, and 10 $\frac{5}{8}$ to 10 $\frac{5}{8}$ c. for casting stock.

PIG LEAD—There is no improvement whatever in the demand and business is mostly of hand-to-mouth type. Prices are weak, with 3c. seemingly all that can be realized for round lots of common domestic, prompt or near future delivery. London cable quoted £10 18s. 9d. for soft Spanish.

SPELTER—Fair sales only are being made, but the market is fairly steady, with 4.05 to 4.10c. fairly quotable for good western brands, delivered here or at common point. London cable quoted £18 10s.

ANTIMONY—The market is quiet and prices are barely steady at 7 $\frac{1}{2}$ to 7 $\frac{3}{4}$ c. for Cookson's, 6 $\frac{3}{8}$ to 6 $\frac{3}{4}$ c. for Hallett's and 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ c. for Japanese.

TIN PLATE—A slow market is still noted in this quarter, and there is no new feature, prices remaining practically as they have been for a week or more.

IRON AND STEEL—Dealings in all branches of the market are still being carried on in an extremely conservative manner, and there are no really new features. Prices seem rather weak, but are without radical change.

PERSONAL MENTION.

Mr. G. A. Binns, of Newmarket, was in Toronto on Thursday and left a nice sorting-up order for hardware.

These were among the country merchants who visited Toronto this week: T. Carey, Goodwood; T. Deverell, Ravenshoe; P. Librock, Niagara-on-the-Lake; Mr. Stewart, Thistleton.

Mr. P. Howland, of H. S. Howland, Sons & Co., Toronto, accompanied by Mrs. Howland and family, left this week for Sheboygan, Mich. Mr. Howland returns next week, but Mrs. Howland will remain away for some time.

PUSHING NOVELTIES.

AS I think all ironmongers will agree, writes C. H. Robson in an English paper, the chief aim of every true business man is to increase his sales, thereby augmenting his yearly income. For the attainment of this object I throw out the following suggestions: As we all know, novelties are coming into the market every day, for most of which there is a good sale for at least a short period. If an ironmonger looks out for these novelties, and takes up the one he considers to be the best calculated for him to sell in his class business, I think that he will find it very advantageous to him. But some say that these things become dead stock, and that it is no good going in for them. I venture to reply that the reason of them becoming so is the ironmonger's own fault, for if these novelties are properly pushed they generally command a good sale. For instance, if an ironmonger buys a large stock of any particular novelty, and shows it well in his window, and also advertises it, he cannot help but make sales of the article. But if, on the other hand, he gets in a very small sample, and puts it away in one corner of the shop where nobody can see it, the natural consequence is that he accumulates bad stock. Having made one display of a novelty, I should hardly consider it advisable to go in for another large quantity of the same novelty, but just to keep a small stock, as a thing which has once got on the market will be enquired for without so much pushing as at first. When one article has had a run for a short time, and the sale begins to waver, then go in for another, and push it on the same principle, as there is always money to be made on these small articles, which will very materially augment the annual income of an ironmongery business. Besides this, customers will have the idea that you are a pushing tradesman, and will not only come to you for novelties, but will also give you more substantial orders.

Siamese Twins



are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension. Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

THE VICTOR



Theile & Quack's Celebrated.

A BIG ORDER FOR TOOL STEEL.

THE Sheffield Daily Telegraph, of Sheffield, March 12th, has the following interesting item: "The order for the whole of the tool steel required in Her Majesty's arsenals and rifle factories for a period of three years has been placed by the War Office with Messrs. Jonas & Colver, Ltd., Continental Steel Works, Sheffield."

The Government had previous to placing orders requested a shipment of samples for the different classes of work from all the principal Sheffield steel manufacturers, and these samples were all numbered so that none of the parties seeing the steel could tell from which factory the steel had been furnished. After a thorough test in this manner the steel of the above mentioned firm was found to be superior and more suitable than any other, and therefore the order was placed with Messrs. Jonas & Colver. It appears that in former years the British Government has not been able to get suited in the quality of steel, and have taken the present step to insure themselves for a number of years. Dorken Bros. & Co., of Montreal, are representing in the Dominion the firm of Messrs. Jonas & Colver, of Sheffield.

It is also noted that in the German cutlery manufacturing district there is again a strike expected, as the finishers of the pen and pocket knives are asking higher wages, and the manufacturers are not in a position to give same, so there will likely be another strike from this trouble. Canadian buyers will do well to keep the prices up in German cutlery, as there is likely to be a continual rise in same for the next few seasons, the work being exceedingly large in the Solingen district.

STRENGTH OF ELECTRIC-WELDED FLANGES.

An 8-inch iron pipe ¼-inch thick with flanges electrically welded on, when tested to destruction at Lloyd's Proving House, Netherton, England, broke in the body of the pipe at 88 tons, the welded part remaining intact, and a similar pipe of steel broke in the welded part of the flange at over 101 tons. These tests were tensile only, and were carried out with the view of proving the absolute soundness, and consequent strength, of the flanges electrically welded on.

DISCOUNTS.

Have you ever estimated carefully what you may make per annum on your discounts alone? One of the best and largest houses in this city, says a Chicago paper, sends its profits up by means of special discounts on datings, which is alone no small item. To this add the savings from the liberal discounts which are given them, and if above these two margins there should be no profit whatever, the gain would be handsome.

Two to 7 per cent. are fine profits when estimated on a stock turned five times. Supposing you invest \$10,000, and with it sell \$40,000, or turn it four times, which you

may do, and ought to do, your discounts ought to average above 3 per cent., but not to estimate too high, we will say 5 per cent. Three per cent. of \$40,000 is 1,200, which is 12 per cent. of \$10,000, or 12 per cent. on your investment.

If, then, you invest \$10,000, and turn it

four times, making nothing above the cost of your goods save the per cent. of expense, you will have cleared a fine margin. Let 10 per cent. stand for your expense, which is hardly high enough, and you may sell your goods for cost plus 10 per cent. and make \$1,200, paying yourself a salary.

THE GLOBE FILE MFG. CO.'S

Mowing Machine Files
Mill Saw Files
Taper Saw Files
Pit Saw Files
Bastard Files

ARE THE BEST

We use nothing but the latest Improved Machinery in our Factory. . . .

Every File Tested and Warranted

Warehouse: MONTREAL

Manufactory: PORT HOPE, ONT.



A varnish that has stood the test on a Boat is a good varnish. When your customer wants a good varnish, it is well to give him one that has stood a test. **Universal Varnish** will stand a test on Boats, Carriages, Doors, Floors, or any other place, and it is nicely put up in all sizes of cans. Our customers like it well, because once sold, it advertises itself and sells again. . . .

Manufactured by

**A. RAMSAY & SON
MONTREAL**

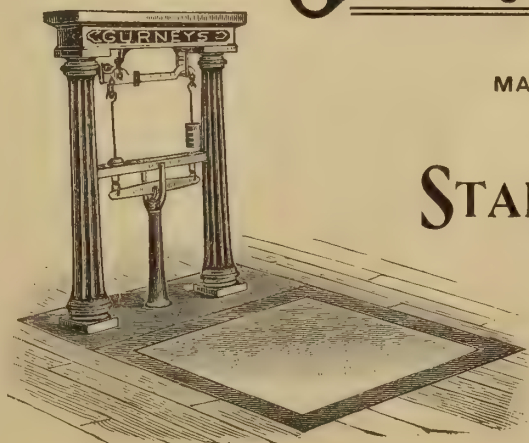
ESTABLISHED 1856

REORGANIZED 1887

The
Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

HOW TO SELL BICYCLES.

THE following advice to hardware dealers about to enter the cycle trade is given by a writer in Wheel Talk :

It may be you are in the hardware business, or any other business, retail or wholesale, and contemplate handling bicycles as a sort of side line, and expect to take an agency for some bicycle "just to help." If that is your intention, don't contract for wheels ; stay out of the bicycle business.

Go into it to make money.

You don't sell other goods "just to help along," or "as a side line." You are not in the business for fun, but for profit. And if you desire to make a success of the bicycle business, it means that you will have to push it and work it ! You cannot expect to sell a bicycle as you would a can of paint, a dozen screws or a pane of glass. Customers will not walk into your store, plank down the price of a bicycle and say, "Send it up."

Oh, no ! They do nothing of the sort. They will come into your store, ask for catalogues, inquire as to the gear, the tread, etc., of the wheel you sell, and then go to your competitor and do the same thing.

Now here it is that the bicycle business is peculiar to itself. When the prospective customer enters your store, explain in minute detail every part of your wheel, and just as though you thought he would buy at once. Before he leaves get his name and address, make a memorandum of it, and don't fail to call on him within a day or two. Deal with him firmly but gently. Use all honorable arguments to make the sale. Be persuasive, convincing, logical, but not overbearing, arrogant, or too sure that he considers your wheel "the only."

He may not purchase at once, it may take him days or weeks to decide ; during that time be persistent, but do not run him to death. Do all you can to have him think well of yourself and wheel.

In the bicycle business, when an advantage is secured, follow it up. Your advantage is the inquiry ; and if you don't make the sale after the prospective purchaser gives you that advantage, then you don't present your arguments just right.

Study—study your wheel, study the prospective purchaser, and success is bound to be yours. Don't depend upon the catalogue as a sales agent ; don't depend upon former sales, but depend only upon yourself.

A SHEFFIELD MAN IN TORONTO.

Mr. Nelson, representing Lockwood Bros. & Co., of Sheffield, Eng., was in Toronto this week. He said that business was booming in England, and that the manufacturers and merchants there had seen the last of the hard times. Factories all over Sheffield have as much business as they can take care of for some time. The masters in many in-

stances are conceding to workmen all the way from 2½ to 5 per cent. increase in wages.

CARNEGIE'S ENORMOUS WORKS.

Besides having a \$200,000 electric light and power plant in connection with its steel mill and blast furnaces at Duquesne, the Carnegie Steel Co. will possess a metropolitan water-works system. These works are being rapidly finished and are expected to be in operation in a few weeks. A great coffer dam has been constructed in the Monongahela river, from which the water will be forced into a stand pipe nearby. The stand pipe will be 160 feet long, 16 feet in diameter, and will have a capacity of many thousand gallons of water. The pumps, which will be operated by electricity, will be of a modern pattern and very powerful. The plant, it is said, will cost in the neighborhood of \$100,000, and will supply water to all parts of the company's mills.

BETS AND BUSINESS.

WHEN a man has a business, his best plan is to attend to it, writes "War Doow" in Age of Steel. When he fails to do this, it is simply a question of time when neglect will empty his pockets faster than it does his shelves. This does not mean that any man should make business a bondage, or himself a slave. He has to draw the line between over-doing and under-doing. Both are fatal in the long run. The one shortens life if it lengthens the purse, and the other in the long run shortens the log at both ends. The business world is full of these gravestones, with the usual crowd on the tramp to their own funerals. They get there. A woman that does not attend to her knitting seldom finishes the stocking, and the man with one gun shooting at a quail and a duck at the same time seldom puts either in his bag. Now, it is a fact as plain as the hump of a dromedary that hundreds of business men are dividing their time and attention between the duck and the quail, and are scratching their heads at times to find out the reason why the wheels of business are creaking along a rocky road. In all our mercantile communities men are to be found who, apart from any legitimate speculations or enterprises outside their business, are dangerously interested in certain sports or vices that if ever they get out of them with a whole skin will be as fortunate as was Jonah when he made a bee line from the stomach of a whale, that found no pepsin in a swallowed prophet. In many of our sporting resorts men are to be found who are business wrecks—the scarecrows of their former selves—who having conceived a passion for a race track or a pool room, lost all interest in the conditions of their business and are left by the buzzard with little else than bare bones and a troublesome memory. They

made a straddle and fell. In carrying water on both shoulders the pails capsized. It is also to be noted that many of the cashiers who made a sudden trip to Canada did the same thing, and clerks who have been too familiar with the cash box and subsequently found themselves on the tramp or a stone pile have rode in the same saddle to disaster and disgrace. So frequently does this happen, and so pernicious and contagious is this evil, that it is as generally understood as a law of the Medes and Persians that bets and business cannot stand in the same boots or stand at

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

CENTRAL
Business College

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,
Cor. Gerrard and Yonge Sts.

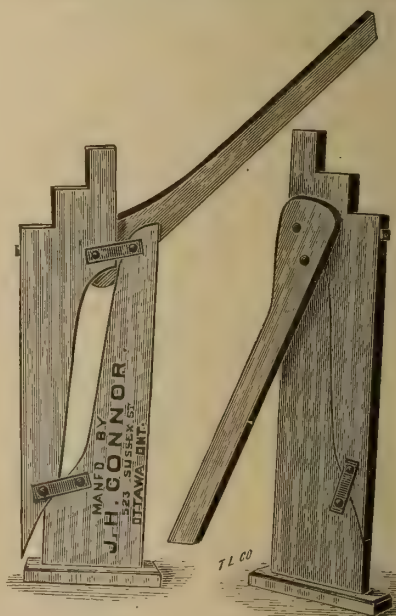
CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

HARDWARE AND METAL, Toronto



Handiest Jack Made.

LOCKS ITSELF

Made of hardwood, strong and complete.

Prices Down Low.

J. H. CONNOR, Manufacturer, OTTAWA.

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

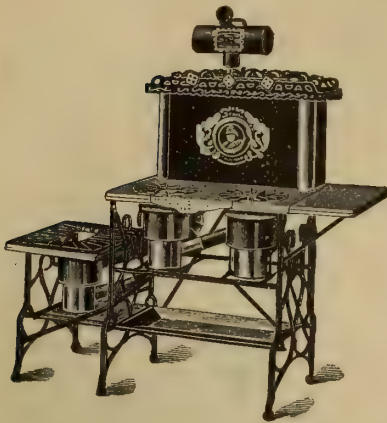
Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



the same counter. Whatever may be said as to the personal liberty of the individual in this matter, and the legitimacy of a reasonable interest in sporting matters of a clean kind, the cold fact yet remains, that neither the business man or the clerk in his office or store are safe from being singed when playing with fire.

WOR DOOW.

CIRCULATION IN STEAM BOILERS.

EVIDENCE of the abnormal amount of attention now being given to the merits and demerits of water-tube boilers is found in the fact that at least three of the papers read at the meeting of the Institution of Naval Architects, says The Mechanical World, London, were concerned more or less directly with the consideration of this important topic. One of the most interesting of these was that of Professor Watkinson, who dealt very completely with the question of circulation in water-tube boilers. Discussing the problems involved, he said that

when each tube had direct connection with water and steam drum, the greater the inclination of the tubes to the horizontal the better the circulation, while in the header system of Belleville, Babcock and Wilcox, and Niclausse, 15 degrees was the best angle for circulation, provided the currents from the different tubes did not interfere with each other. When the steam discharge into the drum was at or above the water level in the drum, the velocity of circulation was greater than when the discharge was under the water level; moreover, priming was less likely to take place, because the water level was but slightly disturbed. In this case covered tubes were preferable, to admit of free expansion under the variable temperature at the lighting of the fires, if the ends were not left free, as in the Belleville type. When the discharge was below the water level in the steam drum, the temperature was less variable, and, provided the circulation was good, straight tubes might be used without difficulty. We note with interest that efforts

continue to be made to improve the circulation in ordinary internally-fired boilers. One of the latest devices for accomplishing this desirable object is that of M. Dubian, of the Association of Steam Users, in the south-east of France. In his arrangement a horizontal diaphragm is riveted inside the shell and above the crown of the furnace, and from this depend deflector plates which partially surround the flue, reaching to within about four inches of the bottom of the boiler. The horizontal diaphragm carries a series of tubes, the upper ends of which are just above the water level, while the lower extremities are an inch or two below the diaphragm. When the boiler is fired, it is claimed that the tubes are traversed by streams of steam bubbles and water, and as the latter is taken from the lower part of the boiler the circulation is much improved. From the description this apparatus would appear to be rather a cumbersome boiler appendage, but it seems to be a very efficient circulation promoter, for, according to recent trials, the quantity of water evaporated per unit of heating surface can in this way be doubled, while the amount evaporated per pound of fuel is increased by 8 to 10 per cent.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

TRADE NOMENCLATURE.

It must be admitted that, while it is most desirable to have our various technical names and phrases on the tip of the tongue for ready utterance, it is no slight boon if we are able at the same time to give a reason for the faith, or rather the shibboleth, which we profess. Many customers have a liking for the curious, and to be able to gratify their fancy in these little things is a policy well worth adopting. Thus it is interesting to note in this connection that two accounts are given of the origin of the terms "sixpenny," "eightpenny," "tenpenny," and so on, as applied to the various sizes of nails. According to one statement, when nails were made by hand the penny was taken as a standard of weight, and six were made to equal the weight of a copper penny.

It would appear, however, that the above explanation is open to criticism on account of the very small size of the nails, of which six were needed to balance even the large-sized old-fashioned copper penny. An explanation, which is regarded as more plausible, is that tenpenny nails originally sold for ten a hundred, sixpenny nails for six a hundred, and so on, the smaller nail selling for the lower price. Another conjecture is that 1,000 nails of the tenpenny size used to weigh 10 lbs., 1,000 of the sixpenny size 6 lbs., and proportionate in numbers for other sizes. But probably some of my readers who are interested in tracing the derivations of trade phrases may be able to state the case with a little more exactness in respect to these points.—Ironmonger.

FREIGHT AS A MOTIVE POWER.

A straw which points to the future development of a remarkable source of economy in freight railroad traffic is the utilization of the weight of the freight which is proposed on a new road in northern Michigan. The road runs from Lake Superior fifteen miles inland to the mines, and in this distance the total grade amounts to a rise of 800 feet. The freight will be almost entirely iron ore, which is brought down in special cars, which are returned empty to the mines. The cars will be run in trains of ten each, each train being supplied with an electric generator, connected with the axles. The grade is such that the loaded cars run by their own weight, and the dynamos generate a current, which is taken off upon a trolley wire and used to haul the empty cars back. It is thought that the difference in weight of the loaded and empty cars will give power enough to overcome all leakage, friction, etc. The engineers are figuring on using the dynamos as motors on the return trip, and thus saving expensive machinery. The experiment will be awaited with interest.

Hotel Clerk (who has noticed rice in Alkali Ike's hair)—Hum! the bridal chamber, I presume? Alkali Ike (drawing his gun)—Looky here, pard! I'm a cowboy all right, but I hain't a-sleepin' in no stable on me weddin' night. Gimme th' best room in th' house, with nary a bridle, saddle or lariat in it!—Judge.

Binder Twine

Our **BANNER BRAND** is the only successful low-priced twine. It is better than Sisal in every respect, and we can guarantee it to be satisfactory.

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO



No. 314.

If you are
interested in

**PRIZE CUPS
TROPHIES
and MEDALS**

Write for Catalogue illustrating same.

**The TORONTO SILVER
PLATE CO.**

Factories and
Salesrooms

**570 KING ST. WEST,
Toronto, Can.**

E. G. GOODERHAM,
Manager and Sec.-Treas.



No. 1250—Base Ball Cup.

WE are making Unions



—not of hearts—
but

"Union" Hydrants

Handsome

Durable

Simple

Cheap

ASK FOR
QUOTATION

THE YOUNG & BRO. CO., LTD. - HAMILTON

The Swansea Forging Company, Limited

SWANSEA
Near Toronto.

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

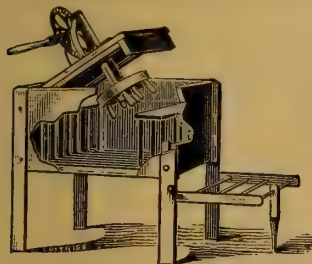
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & Co.

Hamilton, Ont.

W. L. HALDIMAND & SON

Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

THE HALL MINES' SMELTER.

A FEW years ago mining men from the country to the south of the international boundary line, says a West Kootenay newspaper, would not admit that there was a mine in British Columbia; they even went so far as to declare that the formation to the north of the line was such that mineral could not live in it. Later, when prospectors found mineral veins and deposits of unusual size and richness, they had to draw in their horns and were forced to admit that the Mexican adage, "mineral is where you find it," still held good. Next, they declared, that while there were mines in British Columbia, the ore could not be smelted in British Columbia; that what was not sent to smelters in the United States would be sent to Swansea in Wales. For a while it looked as if this forecast or prediction would turn out to be true. Smelters were built at Vancouver and Revelstoke and Golden, but for some reason they were not operated successfully. Then one was built at Pilot Bay, and although it was blown in on low-grade ore difficult to smelt, it is running to-day, and every week its product goes out in carload shipments. Another was built at Nelson, and still another at Trail. It is the one at Nelson that this article has reference to. Its one furnace was blown in last January, and although two stops have been made, it has smelted over 8,000 tons of the Silver King mine ore up to date. It has done more. It has made a record that cannot be equalled by any other smelter of the same capacity in America; yes, in the world. The furnace is a Fraser & Chalmers water jacket, 42 by 100 inches at the tuyeres, and 12 feet high from tuyeres to feed floor. One day this week 340 charges were run through, or a total of 306,000 pounds of Silver King ore, 34,000 pounds of lime rock, 34,000 pounds of slag, and 51,000 pounds of coke. From the above it will be seen that 153 tons of ore were smelted by using 50½ tons of fluxes and fuel. The day before, 150 tons of ore were smelted, and the day before that, 143 tons. The average tonnage for the week was 145 tons of Silver King ore. The men who did the work are not "green" hands around a smelter.—Statistic News-Advertiser.

OBTAINING SPLENDID RESULTS.

The Nova Scotia Steel Co. is rapidly developing its valuable hematite mine on Belle Island, Newfoundland, and expects to make large shipments during the coming season. They are obtaining splendid results from the use of the ore at Ferrona and the Nova Scotia steel works, and have received an offer from a prominent New York firm for all their surplus yield in 1896. It is also stated that they have been approached by an English firm, who, owing to the enormous expansion of the steel industry, find it difficult to obtain adequate supplies.

H. BOKER & CO.'S

IMPROVED



CUTLERY

Razors,

Pen Knives, Etc.

For sale by

WOOD, VALLANCE & CO., HAMILTON.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices . . . Proprietors.
NOS. 279, 281 & 283 BROADWAY, NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

MASTER plumbers' associations are budding and blossoming in Ontario. A few weeks ago **HARDWARE AND METAL** chronicled the formation of an association in London. Now Hamilton has fallen into line, an association being organized there on Tuesday last. President Burroughes and Mr. Joseph Wright, of the Toronto association, were present to help launch the new organization, which is to be known as the Master Plumbers' and Steam-fitters' Association. The officers are: Wm. Fairley, president; W. J. Walsh, vice-president; Hugh Wallace, secretary; Adam Clark, treasurer; Wm. Smith, sentinel.

Jobbers in plumbers' supplies have no new features to report this week. Trade continues fairly good for small lots and prices are being well maintained.

PLUMBING TRADE CHANGES.

Z. W. Earle, plumber, Morrisburg, Ont., has sold out.

W. B. A. Inwood, plumber and tinsmith, Toronto, has assigned. A meeting of creditors will be held June 16.

THE MONTREAL CONVENTION.

With the object of forming a Dominion Master Plumbers' Association, to be affiliated with the like organization in the States, a convention of master plumbers from all parts of Canada is to be held in Montreal on the 2nd prox., at which a constitution and by-laws will be adopted and officers elected. The delegates, it is understood, will, during their stay in Montreal, be entertained at dinner by one of our leading manufacturers. The following are the officers of the Master Plumbers' Association of Montreal: Hon. president, John Date; president, Jos. Lamarche; first vice-president, D. Gordon; second vice-president, A. Champagne; third vice-president, P. Carroll; secretary, W. M. Briggs; treasurer, W. A. Stephenson; financial secretary, J. Thibault; English corresponding secretary, J. W. Hughes; French corresponding secretary, A. Verville. The chairmen of the several committees are as under: Auditing, J. Watson; Arbitration, F. Horton; Sanitation, J. W. Hughes; Legislative, D. Ouimet; Apprentices, A. Demers.

CONTRACTS, PROSPECTIVE AND AWARDED.

An addition, to cost \$750, is to be built to the Elgin County House of Industry.

There is a large number of buildings in course of erection at present. Some very fine dwellings in various parts of the city are nearing completion. Preparations are being made for the erection of the new laboratory at the O.A.C., and the work of building will

be commenced at a very early date. The McLean block on Douglas street will soon be ready for the roof. This building will be a great credit to the city. The work on the new wing at the General Hospital has not been delayed to any great extent, even though the frame work was blown down by the storm. The bricklayers have finished the second storey, and expect to have the third completed and ready for the roof in about three weeks more.—Herald, Guelph.

A PLUMBER'S HORSE MEETS DEATH.

A horse belonging to Cottar Bros. & Turner, plumbers, Winnipeg, ran away on Logan avenue, that city, the other day, and caused a general scattering of passers-by. Reaching Main street the animal endeavored to cross the tracks in front of a rapidly moving electric car, but was struck in the leg, which was badly fractured. The horse was shot shortly afterwards.

Plans are being prepared for the erection of a large five-storey brick and stone block for a wholesale firm in the city.—Free Press, Winnipeg.

A new church for the Presbyterians is to be built at Brandon Hills, Man.

A picture frame factory is to be built on Pearson avenue, Toronto, by W. A. Hart, at a cost of \$1,200. The structure will be two storeys.

Warton's new high school is to cost \$5,000.

A three-storey brick hotel is to be erected at Queen street and Strachan avenue, Toronto, to cost \$7,000.

Permits have been issued by the City Commissioner of Toronto to A. Coulter for a house at De Grassi and Gerrard streets, \$1,400; and to J. T. Pears, a house on Pears avenue, \$1,400.

EXAMINATION QUESTIONS FOR JUNIOR PLUMBERS.

The following, according to Sanitary Plumber, is a list of questions used by a prominent master plumber to determine whether a young man in his employ is competent to assume the role of journeyman:

1. What is the purpose of a trap in the house sewer, and where should it be placed?
2. Is a trap so placed sufficient in itself? If not, how would you increase its efficiency?
3. Where cellar and area drains are connected to the house drain, what precaution should be taken?
4. What are the requirements of the Board of Health in regard to the ventilation of water-closet compartments?
5. Make a sketch of a common overflow

lavatory basin discharging through a Bower trap.

6. Where would you connect to the street supply for the first-floor fixtures of a job in which all the fixtures above the first floor are to be supplied from a tank, the tank being supplied by a pumping engine located below the first floor?

7. What is the object of using a circulation pipe in conjunction with the water-heating arrangement of a plumbing job?

8. What do you understand by the term "by-pass" as used to designate certain arrangements of soil and ventilation pipes?

9. What is the capacity in U.S. gallons of a circular tank 6 ft. 9 in. in diameter and 7 ft. 5 in. high?

10. What does the term "siphonage" mean, as applied to soil, waste and drain traps?

11. What are the conditions under which the various traps in a plumbing job may become unsealed?

12. Where should fixture traps be placed?

13. Why is it permissible to run a back air-pipe into a soil-pipe above the highest fixture?

14. Assume two columns of water to be 20 ft. high; one contained by a pipe 3 in. in diameter, and the other by a pipe 2 in. in diameter; which exerts the greatest pressure at the base? Why?

15. What is the object of increasing the diameter of ventilation pipes above the roof? On what sizes, and to what extent, should the increase be made?

16. Sketch a range reservoir arranged to be supplied from both street and tank pressure, showing all pipe connections and cocks.

17. Make a sketch of double reservoir, showing all the supply pipe connections of the job.

18. What is the difference between a lift and a lift and force pump?

19. Where would you place a safety-valve on a range reservoir? Why?

Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory 9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties:

SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

55, 57 and 59 Richmond Street East . . . **Toronto**

AN EVERLASTING CURRY COMB.

MR. A. ROOT, manufacturer of the "Champion" curry comb, wooden grain and vinegar measures, Lyn, Ont., was in Toronto last week looking up business. "The sale of the 'Champion' curry comb is increasing rapidly," he remarked, "most of the leading wholesale houses now handling it." And then he pulled a sample from his valise. The "Champion" is an oval-shaped comb, with three rows of corrugated teeth which give a working surface of 35 inches. The back of the comb is of wood. The teeth have a flange at the base, which is fitted into the back with a press and riveted, thus preventing the teeth from becoming loose. "The 'Champion,'" remarked Mr. Root, "will remove more dust than any other comb on the market, and yet it does not irritate the skin of the animals. Horses really like to have it used upon them."

The "Champion" is Mr. Root's own invention, and the way in which he conceived the idea is interesting. He had purchased one of the ordinary tin-backed combs, the teeth of which, after five weeks' use became

loose. To get it repaired he learned would cost more than the price of a new one. This set Mr. Root thinking, and the "Champion" is the result of the thinking.

WHY STONE WALLS ARE DAMP.

The walls of a stone house, and sometimes of a brick house, are covered with dampness. This is due, says National Builder, to the very same causes by which dew is deposited on grasses or moisture on the side of a glass or pitcher that is filled with ice water and brought into a warm room. The walls become cold, and as stone is a non-conductor of heat, they remain cold for a long time. When the weather changes suddenly from cold to warm, the air becomes filled with moisture, for the warmer the air the more moisture it will absorb. When this warm air strikes the cold wall, the moisture is deposited on it from the air, which is suddenly cooled by contact with them, and as the warm air is continually coming in contact with the cold walls, the dampness accumulates until it appears like a dew upon them, and pours down in streams at times. It is easily prevented. No plaster should be put directly upon brick or stone, but furring

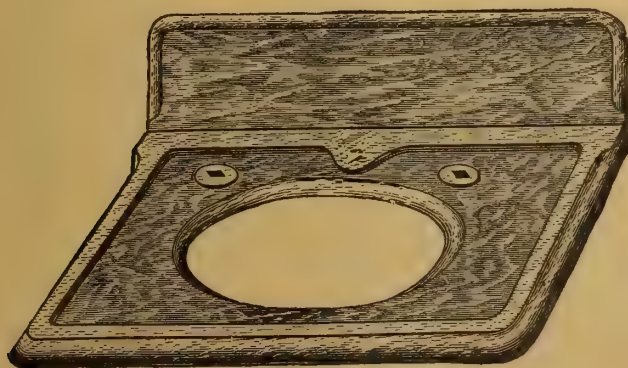
strips should be nailed to the wall and the laths put on these. Cellars are frequently made very damp in the same way by too much ventilation in warm weather.

NEW ARMOR-HARDENING METHOD.

A new method of face-hardened armor is being tried at the Pannier Works, in France. One face of the ingot intended for the plate is carbonized directly at the time of being run into the mold. This is affected by lining one wall of the mold with the necessary carbonizing material, which must, it is stated, be free from occluded gases, and of great durability, so as to remain stable during the process of casting. Experience has shown that the amount of cementation obtained varies with the carbonizing material used, about twice as much effect being obtained with charcoal as with coke. On withdrawal from the mold the cemented surface is slightly wrinkled, but this disappears in the after-working of the ingot. The heaviest ingot yet dealt with in this way weighed three tons, and was reduced in its initial thickness of 16 in. to 4 in. by forging and rolling. An examination then showed that for 1.5 in. from the face the metal contained 1.78 to 1.50 per cent. of carbon, which decreased regularly to between 0.25 and 0.15 per cent. at the back of the plate.

ITALIAN and TENNESSEE Marble Slabs

LAVATORIES



"Macfarlane's" Metallic Enamelled Iron Baths.

Porcelain Enamelled Iron Baths.

"Royal" Porcelain Baths.

"CORBALS BEST BEST" GALVANIZED SHEET IRON.

Guaranteed to double seam with and across the grain.

THE LEADING BRAND

THOMAS ROBERTSON & CO.

MONTREAL

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES**

AUGUSTE QUESNEL has been appointed curator of the estate of Delphis Rheault, general merchant, St Albert, Que. He has also been appointed curator of the estate of Sinai Rousseau, general merchant, of Thedford Mines, Que.

F. X. Roy, furniture, Montreal, is offering to compromise at 50c. on the dollar.

George Arbuckle, agricultural implement manufacturer, Coboconk, has assigned.

Muir & Manning, general merchants, Kirkton, have assigned to A. J. Rollins.

Trahan & Co., general merchants, Nicolet, Que., have assigned to Kent & Turcotte.

A meeting of the creditors of Hurtubise & Co., hardware, Montreal, will be held today.

Romeo Prevost has been appointed curator of the estate of Desrosiers & Co., foundrymen, Montreal.

C. C. Mills & Co., general store, Woodlawn, have assigned to W. A. Cole, and a meeting of creditors will be held on Saturday.

At a meeting of the creditors of David Daniels, general store, Bracebridge and Burk's Falls, held at the office of Henry Barber, an offer of 60 cents on the dollar, secured, was made. The statement showed liabilities of \$9,000, with assets of about the same amount. It is probable the offer will be accepted.

PARTNERSHIPS FORMED AND DISSOLVED.

A. Decelles and J. F. Parker have registered a partnership to carry on business in Adamsville, Que., as blacksmiths and carriage makers.

SALES MADE AND PENDING.

The assets of L. Paulin, blacksmith, St. George East, Que., have been sold.

The stock of J. F. O'Hara, brass founder, Ottawa, has been sold for 50c. on the dollar.

The shop, stock, etc., of the late Joseph Walmsley, machinist, Woodstock, has been sold.

The stock of the late Thomas Bond, hardware and crockery, Toronto, is advertised for sale.

The tinware stocks of W. J. Jack, Truro, N.S., and George Pattison, Windsor, N.S., have been sold.

The property of Meigs & Corbitt, general merchants, Five Islands, N.S., is advertised for sale by the sheriff.

The bankrupt stock of William Howe, tinware and house furnishings, Lindsay, valued at \$2,600, has been sold at 48c. on the dollar.

CHANGES.

The Francis, Frost Co., of Toronto, is applying for incorporation.

Riendeau & Co., foundry, Montreal, have been succeeded by N. Commire.

The Manitou Wood Manufacturing Co., of Toronto, have been incorporated.

J. Holmes & Son, is the style of a new firm of tinsmiths in Morrisburg, Ont.

James L. Rankin has been registered proprietor of the Montreal Locked Wire Fence Co., of Montreal.

FIRES.

Young & Kester, general merchants, Thamesford, have been burned out.

J. E. Harris, general merchant and cooper, Cheltenham, has been burned out.

Portion of the stock of John Millen & Son, hardware and paints, Montreal, has been damaged by fire and water.

DEATHS.

W. Prince, blacksmith, Hyde Park Corner, Ont., is dead.

WHEAT IN THE TERRITORIES.

Speaking about the acreage of wheat under crop in the Territories and province, Mr. Whyte says the area is surprisingly large, considering the backwardness of the season. From reports of the company's agents, he believes there is not more than ten per cent. less under crop this year than last. The increase in the acreage in the Territories will go a very long way to make up whatever deficit there is at some of the wheat producing centres in Manitoba. Owing to the scarcity of men who desire to do railway work, there were not many improvements in progress along the line, and construction work was at a standstill. Hundreds of men are waiting for the Dauphin railway work to start, expecting to get high wages on that line. No decision has been reached on the summer time table and no change will probably be made this year.—Leader, Regina.

AUSTRALIAN TRADE.

The satisfactory development of the trade between Canada and Australia, which has been made possible by the establishment of the Vancouver and Sydney steamship line, is becoming very apparent. The steamship Warrimoo, of that line, which will leave here in a few days, has a full outward cargo, similar to the case with several other outward bound sailings during the last few months.

Among the cargo are 800 tons of Manitoba wheat and about 150 tons of flour, the latter the product of the Ogilvie mills at Winnipeg. The balance of the cargo consists of machinery, beer, lumber and other Canadian productions.

The line also appears to be becoming a favorite one with passengers, judging from the inward list of the Warrimoo. With faster and larger boats in the service we believe that the passenger traffic would assume important proportions, and this improvement in the character of the vessels employed is likely to take place with the commencement of the fast Atlantic Canadian service, to which the Pacific service will be a necessary complement in the Imperial mail route through Canada.—Statistical News-Advertiser.

LONDON, PARIS, HAMBURG

From all points we can save expense to direct importers of small shipments. The co-operative system does it.

Write for Particulars.

BLAIKLOCK BROS. - MONTREAL



COVERT MFG. CO.

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at manufacturers' prices.

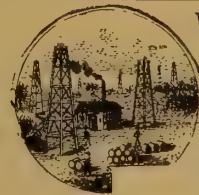
WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.



VanTuyl & Fairbank

Petrolia, Ont.

Headquarters for...

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.

HANBURY A. BUDDEN

ATTORNEY AND SOLICITOR

OFFICE FOR

Patents Trade Marks
Etc. **MONTREAL**

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. MARION & LABERGE, Engineers & Experts, 185 St. James St. MONTREAL.

**"The Yellow Fellow"**

Is the title bestowed on the Stearns by the admirers of its orange rims. In constructing the '96 Stearns we have striven to make the best bicycle producible, and if best materials, superior workmanship, unsurpassed facilities and honest effort count for anything, we have surely succeeded.

Our handsome new catalogue, which we will mail on request, is not more artistic than the wheel itself.

AMERICAN RATTAN CO.
TORONTO, ONT.

CANADIAN SELLING AGENTS.

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros. 327 St. James St.,
Genuine White Lead MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address— Owen Sound Portland Cement Co.
Or— Shallow Lake, Ont.,
John Lucas, 377 Spadina Ave., Toronto

GARDEN HOSE

Every description
of . . .
Rubber Goods
in stock.

North British Rubber Co.

T. FORRESTER, Sole Agent

298 St. James Street

MONTREAL



DR. LEAVITT'S New Champion Dehorning Clippers

There are more of these Clippers in use
than all other kinds combined. Sales
have been over 125 per month for the last
year. If there is no agent in your town
send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.



THE
MCLEOD & HENRY CO.
MANUFACTURERS OF
"FIRE BRICK"
IN ALL ITS BRANCHES - TROY N.Y.

WANT ADVERTISEMENTS

Are inserted in this paper at the rate of
two cents per word each insertion, **pay-
able strictly in advance.** Ad-
vertisers may have their replies address-
ed in our care free of charge, but must
send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY

Floor Paint . .

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

138 and 190 McGill St.

Montreal

HOW TO PAINT A BATHTUB.

THE following instruction for painting
an old metal bathtub that has never
been painted before is given in a cir-
cular issued by a New York firm who manu-
facture paint, varnish and a special enamel
for painting bathtubs :

In the first place the tub should be tho-
roughly cleaned. To do this, it should be
first washed with soap and water, or with
soda, or with sapolio, in order to get off
every vestige of grease. Then it should be
thoroughly rinsed and cleaned out with clean
cloths, with hot water, to get rid of all the
greasiness of the soaps. It should then be
wiped very dry on every portion of the sur-
face, with dry cloths. It is very important
that no grease or dampness be left on the
tub. The surface should then be thoroughly
sandpapered with a fairly coarse sandpaper.
Be very certain that every portion of the tub
receives a good rubbing with the sandpaper.
Then all the dirt and dust produced by the
sandpaper should be thoroughly wiped out
of the tub with a dry cloth. These directions
should be carefully followed in order to in-
sure good results. It will take at least an
hour to do the above directed work. The
tub is now ready to paint. The first coat
should be white lead in oil, tinned with tur-
pentine and a little Japan dryer. The paint
should be rather thin. A flat bristle brush
should be used in putting it on, and the
paint must be well rubbed out. Be careful
not to get on too thick a coat. This paint
should now be allowed to dry for at least
three days. A second coat should now be
applied. This can be the same as the first,
although it is just as well to have it a trifle
thicker. This coat should also be allowed
to dry three days.

It is desirable now to go over the work
with some rather fine sandpaper. Do this
lightly. This is to get off the little rough-
ness occasioned by brush marks and uneven-
ness in the paint. Wipe the dust out with a
dry cloth. The tub is now ready for the
enamel. Opon the can and stir the enamel
up very thoroughly. Apply it with a flat
bristle brush, very carefully and evenly. Do
not put it on too thickly ; if you do it will
run after it has been on a few minutes, and
the work will be streaked. One coat of our
enamel is sufficient. This should now dry
six days at least. Please bear in mind when
you first use your tub not to run hot water in
first. Very hot water may soften up the
enamel, even when it seems thoroughly dry
and hard. Run in the cold water first, and
temper it with the hot afterward. If the
above advice be carefully followed you will
have a fine white enamel tub as a result. If
any other method of painting be pursued the
results will be unsatisfactory, the enamel
will become sticky each time warm water is
put into the tub, or, still worse, the whole
paint will crack and flake off in a few weeks.
If your tub has been painted in the past, as
much of the old paint should be scraped and
sandpapered off as is possible.

A clerk in a Woodstock store recently
took in a cleverly raised \$1 bill, which was
made into a \$10 bill. A stranger entered
the store and purchased a 40c. pair of
overalls, tendering the raised bill, and re-
ceiving \$9.60. The bill was detected when
taken to the Imperial Bank for deposit. The
two large figure 1's on each side of the bill
had been erased by chemicals, and a good
imitation of lettering on a \$10 bill had been
placed there with pen and ink.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Meas-
ures, Grocery Barrel Covers, Hub Blocks? I
manufacture these, also The Champion Curry
Comb. Send for Price List.

A. ROOT, LYN, ONT.



We have put in new machinery by which
we can turn out

HAMMERS AND SLEDGES

of every kind at lower prices than ever
before. Only best steel used. Write for
fuller particulars.

FOWLER & RANKINE,
St. John, N.B.



Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon



WIND.. MILLS

House and all other kinds
of Pumps, Pump Cylinders
for deep bored wells.

Manufactured by

THE NATIONAL
PUMP WORKS

Send for prices. Montreal

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIG IRON
MONTREAL.

BRAND "C.I.F." THREE RIVERS
PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer



"JARDINE"

Hub Boring Machine

Bechtel's
Patent.

Shapes and sizes the hole in hub
automatically. Works like a charm.
Simpler to work and easier to drive
than any other.

A. B. Jardine & Co.,
HESPELER, ONT.

Joseph Rodgers & Sons, Ltd.

CUTLERS TO HER MAJESTY

Please see that this EXACT MARK is on each blade.

Upheld by injunction in the Court of Chancery.

SOLE AGENTS FOR CANADA,

JAMES HUTTON & CO., MONTREAL



CURRENT MARKET QUOTATIONS.

TORONTO, June 12, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 25	
I.X.	6 50	
I.X.X.	7 75	

Raven & Co.—		
I.C.	5 25	
I.X.	6 50	
I.X.X.	7 70	

Raven & P. D. Grades—		
I.C., usual sizes	3 75	4 00
I.X.	4 75	5 00
I.X.X.	5 75	6 00
I.X.X.X.	6 75	7 00
D.C., 12½x17	3 50	3 75
D.X.	4 50	4 75
D.X.X.	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 00	6 25
I.X., Terne Tin	8 25	8 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs	0 06	0 06½
" 14x60,		
" 14x65,		

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
26	0 06½	
28	0 07½	0 07½
Allendale, I.C.	2 90	3 00
I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price.	1 70
Refined "	2 35	2 65
Horse Shoe	2 60	2 75
Band	2 30	2 30
Hoop	4 00	4 25
Swedish	2 50	2 50
Sleigh Shoe Steel	3 00	3 25
Tire Steel	2 75	3 00
Machinery	0 10	0 14
Cast Steel, per lb	0 10½	0 11
Russian Sheet, per lb	2 00	2 25
Tank Plates, 1-5 and thicker	4 50	5 00
Boiler Rivets		

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

18 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull	2 40	
Half polished	2 50	
All bright	3 00	

Iron Pipe.

Wrought, ¼, ¾, 1½, 2, 3, 4 and 5 in. 70 p.c.		
1½ to 2 in. 70 and 5 p.c.		
Galvanized, 50 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.		
16 gauge	4 35	
17 to 20 gauge	3 70	
22 to 24 "	3 85	
26 "	4 10	
28 "	4 25	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" ¼ "	4 75	
" 5-16 "	4 00	
" ¾ "	3 75	
" 7-16 "	3 35	
" ½ "	3 25	
" 9-16 "	2 95	
" ¾ "	2 85	
" 1 "	2 75	

Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot.

English B. S., ton lots	0 11½	0 12
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in.	0 20	0 22
" round and square		
" 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 16
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½
NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.		
Planished and tinned, 14x48 and 14x60	0 26	0 27

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pare, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge.	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up.	0 23	0 26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 03½	0 04

Zinc Sheet.

5 cwt. casks	0 04½	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03½	0 03½
Domestic, per lb	0 03	
Bar, 1 lb.	0 04½	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount. NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 10	0 00
Other makes, per lb.	0 09	0 00

Anti-Friction Metal.

"Beaver" brand	Per lb.	\$0 20
----------------	---------	--------

White Lead.

Pure, Assoc. guarantee, ground in oil.	Per cwt.	
25 lb. irons	\$4 75	5 00
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
" Decorative	5 75	
" No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto.		
James' genuine	5 75	
" No.	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Second qualities, per gallon	0 90	
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	
Chrome Yellow	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75	
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
" 100 lb. drums		
Burnt Sienna, pure, per lb.	0 10	
" Umber, "	0 10	
do. aw	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 05½	

Varnishes.

(In bbls.)

No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan, "	1 00	1 20
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 53	0 54
Boiled, per gal	0 56	0 57
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels	0 42	
1 to 4 "	0 43	
Freight allowed. Price 3c. less Toronto		

Castor Oil.

In cases, per lb	0 06½	0 07
Small lots	0 06½	0 07

Cod Oil.

Cod Oil, per gal.	0 50	0 51
-------------------	------	------

Glue.

(In bbls.)

Common	0 07½	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatin	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear		0 09
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munns', discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.

B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B.B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's	per lb	
Best thick white felt wadding, in ½-lb bags.	1 00	
Best thick brown or grey felt wads, in ½ lb. bags.	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges.	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge.	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge	0	

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.
Lightning, per doz. 6 50 8 40
Heath's, 52½ p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
glass, " 4 00 4 50
All glass, " 1 20 1 30

LINES.

Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
Russell & Erwin, per doz. 2 90 7 50
Cabinet,
Eagle, dis. 40 to 42½ p.c.
Padlock.
English and Am., per doz. 0 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. 15 to 17½ p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
Carpenters', hickory, per doz. 1 25 3 75
Lignum Vitae, per doz. 3 85 5 00
Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—
1. Either Canada or American pattern—
Basis—50 to 60 dy. 2 75
40 dy. 2 80
30 dy. 2 85
20, 16, and 12 dy. 2 90
10 dy. 2 95
8 and 9 dy. 3 00
6 and 7 dy. 3 15
2. American pattern only—
From 4 to 5 dy. 3 35
3 dy. (lath). 3 75
3. Canada pattern only—
From 4 to 5 dy. 3 25
3 dy. (lath). 3 65
3 dy. A.P. fine. 4 35
Car lots 10c. less. Rebate of 5 per cent. to retailers.
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-kg lots prepaid to maximum of 25c. per 100 lbs.
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
Diamond 12 00 15 00

NETTING.

Poultry, 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16½
Carbon safety " 0 18 0 00
Canada w. w. " 0 18 0 00
American w. w. " 0 00 0 21
Pratt's Astial. 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
Zinc and tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
Wood, fancy Canadian or American, 37½ to 40 per cent.
Bailey's (Stan. R. & L. Co.), 50 per cent.
Miscellaneous, dis. 25 per cent.
Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Buttons' Genuine, per doz. pairs, dis. 37½ to 40 p.c.
Buttons' Imitation, per doz. 5 00 9 00
German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
Axle 0 22 0 33
Screw 0 27 1 00
Awning. 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
Pitcher spout, 70 to 70 and 5 p.c.
Canadian cistern, 60 to 62½ p.c. from factory.
Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
Conductors', " 9 00 15 00
Tinners' solid, per set. 0 00 0 72
" hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 2 50 0 17½
Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03½
Sliding door, " 0 03½ 0 03½
Lanes, " 0 03½ 0 03½

RAKES.

Cast steel and malleable Canadian, list dis. 60 to 60 and 10 p.c. revised list.
Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
Boker's, " 7 50 11 00
Wade & Butcher's, " 3 60 10 00
Arbenz's, " 9 00 18 00
Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
Copper rivets, dis. 50 per cent.
Iron " dis. 55 and 10 per cent.
Tinned and black rivets, 55 per cent.
Burrs, iron or steel, 50 and 10 per cent.
Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

	Sisal.	Manilla
7-16 in. and larger, per lb.	6½	00 9
¼, 5-16, ¾ in.	7½	00 9½
Cotton	15	17
Russia Deep Sea	00	13
Jute	6½	7½

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
Ivory, dis. 37½ to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37½, 40 per cent.
Kempshell's, dis. 40, 62½ per cent.
Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen 0 40 0 70
"Empire," McMillan & Haynes, per ft. 0 00 0 70
Hand, Disston's, dis. 12½ to 15 p.c. S. & D., 40 to 40 and 10 per cent.
Crosscut, Disston's, per ft. 0 35 0 55
S. & D., dis. 35 p.c. on Nos. 2 and 3.
Hack, complete, each. 0 75 2 75
frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
Whiting. 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
B. S. & M. Scales, 50 p.c.
Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50

Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50

Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
" R. H., " dis. 75 p.c.
" F. H., brass, dis. 77½ p.c.
" R. H., " dis. 72½ p.c.
Diamond point wood screw nails, bright, dis. 77½ and 20 p.c.
Bench, wood, per doz. 3 25 4 00
iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., japanned, dis. 75 p.c.
B. & W., N.P., dis. 65 p.c.
Seymour's, dis. 60 p.c.
Etna, dis. 75 to 75 and 10 p.c.
Heinisch, dis. 60 p.c.
Bristol, japanned, 80 p.c.
N.P., dis. 70 p.c.
Clauss, full nickel, 60 p.c.
japanned handles, 67½ p.c. off.
Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42½ p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
" tinned, " 1 25 1 35
Tin rim, per doz. 2 30 2 45
" black. 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37½ p.c.
Acme " 3 00 5 00
Lock, Andrews " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English 1 8 5 00
Iron, American 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross 7 50 12 00
Dessert, " 21 00 00 00
Table, " 30 00 30 00
Dessert Forks, " 24 00 00 00
Medium " 27 00 00 00
Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
Steel, dis. 65 to 65 and 10
Try and bevel, dis. 50 to 52½ p.c.

STAPLES.

Fence, galvanized 0 03½
Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH

	gross.	¼ gross.	doz.
Scientific Stove Pipe			
Varnish	9 00	2 50	90
Scientific Stove Paste (5 lb pails) 60c. each.			6 00
Scientific Furniture Polish	12 00	1 25	
Scientific Carriage Top Dressing, ¼ pints.			2 00
Scientific Carriage Top Dressing, pints			3 50
Scientific Enamel Paints	1 50		
Scientific Stove Enamel	7 50	2 00	75

STONE.

Washita, per lb. 0 28 0 50
Hindustan, " 0 06 0 07
slips, per lb. 0 09 0 09
Labrador. 0 00 0 13
Axe, " 0 00 0 15
Turkey " 0 00 0 50
Arkansas " 0 00 1 50
Water-of-Ayr " 0 00 0 10
Scythe, per gross. 3 50 5 00
Grind. per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue 66½
Trunk tacks, black 60
" tinned 66½
B.B.B. iron carpet, " 66½
B.B.B. iron carpet, bright or blued (in kegs) 30
B.B.B. iron carpet, tinned (in kegs) 30
B.B.B. cut tacks (in bulk) 40
" (in dozens, 1 to 6 oz.) 45
" (in dozens, 8 to 24 oz.) 40
" ¼ weights 45
" tinned 45
Swedes, cut tacks, genuine, blued and tinned. 52½
Swedes, upholsterers', genuine 50

Swedes, upholsterers', American (1 to 6 oz.) 60
Swedes, upholsterers', American (8 to 24 oz.) 66½
Swedes, carpet, gimp, lace 35
brush, blued and tinned 40
Zinc tacks 40
Copper tacks and nails 60
Leather carpet tacks 30
Trunk nails, black and tinned 65
Clout nails 66½
Cigar box nails 45
Lining nails in papers 10
" in bulk 15
" solid heads, in bulk 42½
Saddle nails in papers 10
" in bulk 15
Tinned capped trunk nails 15
Double pointed tacks, discount 90 to 90 and 12½ p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.

Canadian, 35 to 37½ per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent
Japanned, prices on application.
Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33½ to 35 p.c.
Game, H. & N., P. S. & W., 62 to 60.10.
Game, steel, 70 to 70 and 5 p.c.
Mouse, per doz. 0 35 1 50
Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 9 00
Brade's 5 00 10 50
D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
Wrapping, mottled, per pack. 0 50 0 60
Wrapping, cotton, per lb. 0 17 0 18
Mattress, per lb. 0 33 0 45
Staging, " 0 27 0 35
Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each. 6 00 7 00
Peter Wright's, per lb. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
Copper Wire, 10 per cent. rev. list discount.
Annealed, annealed and oiled, galvanized 20 per cent. discount.
[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
Broom Wire, per lb. 0 05½ 0 06
Clothes Line Wire, 19 gauge, per doz. coils 3 95

WIRE FENCING.

Galvanized, 2 barb, 2½ and 5 inches apart 3 00
Galvanized, 4 barb, 4 and 6 inches apart 3 00
Galvanized, plain twist, all delv'd. 3 00
Plain twist. 3 00
Steel Staples 0 90 3 00
Terms, 60 days, or 2 per cent. in 30 days
Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.
Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37½ per cent.
Agricultural, 70 and 10 to 75 per cent.
Standard, dis. 60, 60 and 10 per cent.
Coe's Genuine, dis. 32½ to 35 per cent.
Diamond, dis. 33½ to 35 per cent.
Towers Engineer, each 2 00 3 00
" S. per doz. 5 00 7 00
G. & K.'s Pipe, per doz. 6 00 7 00
Burrell's Pipe, each 2 00 3 40
Pocket, per doz. 1 25

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

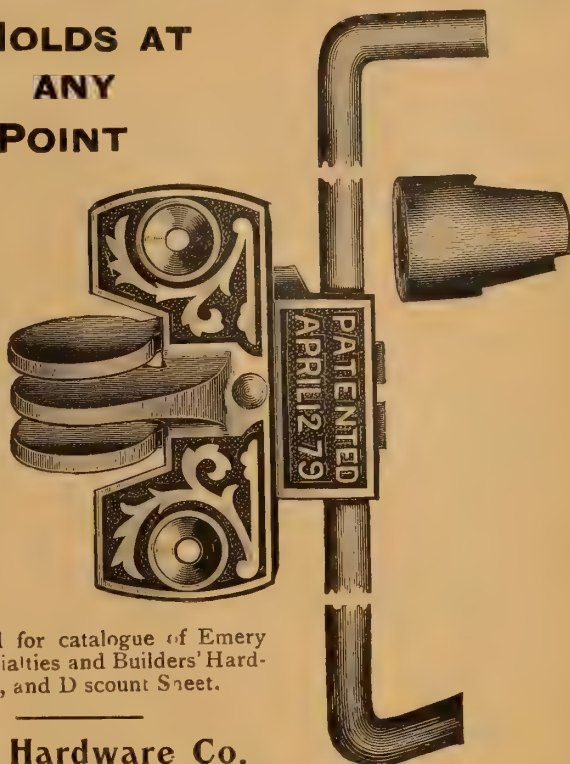
Cooke Sash Supports

HOLDS AT
ANY
POINT

Easily

Applied

Secure



Send for catalogue of Emery
Specialties and Builders' Hard-
ware, and Discount Sheet.

Cooke Hardware Co.

24 HUNTER STREET

Hamilton

TWO FAVORITES

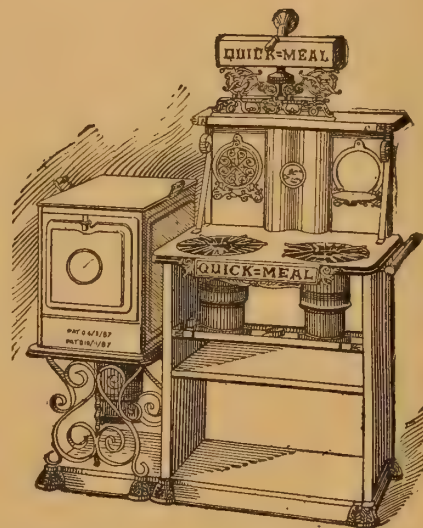
That earned and maintain their position by honest merit.

Quick Meal Gasoline Stoves

Famous and Reliable, in sizes and styles to suit all different needs, at
prices that are popular. We are sole agents for Canada.



and



Oxford Gas Ranges

They are of unequalled mechanical construction, with
thorough perfection in every detail, and a handsome
appearance that makes them sell on sight almost.

With these two lines your summer trade is bound to
be good.

Get our Catalogues for full details

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

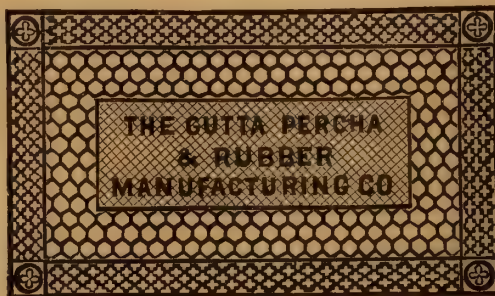
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

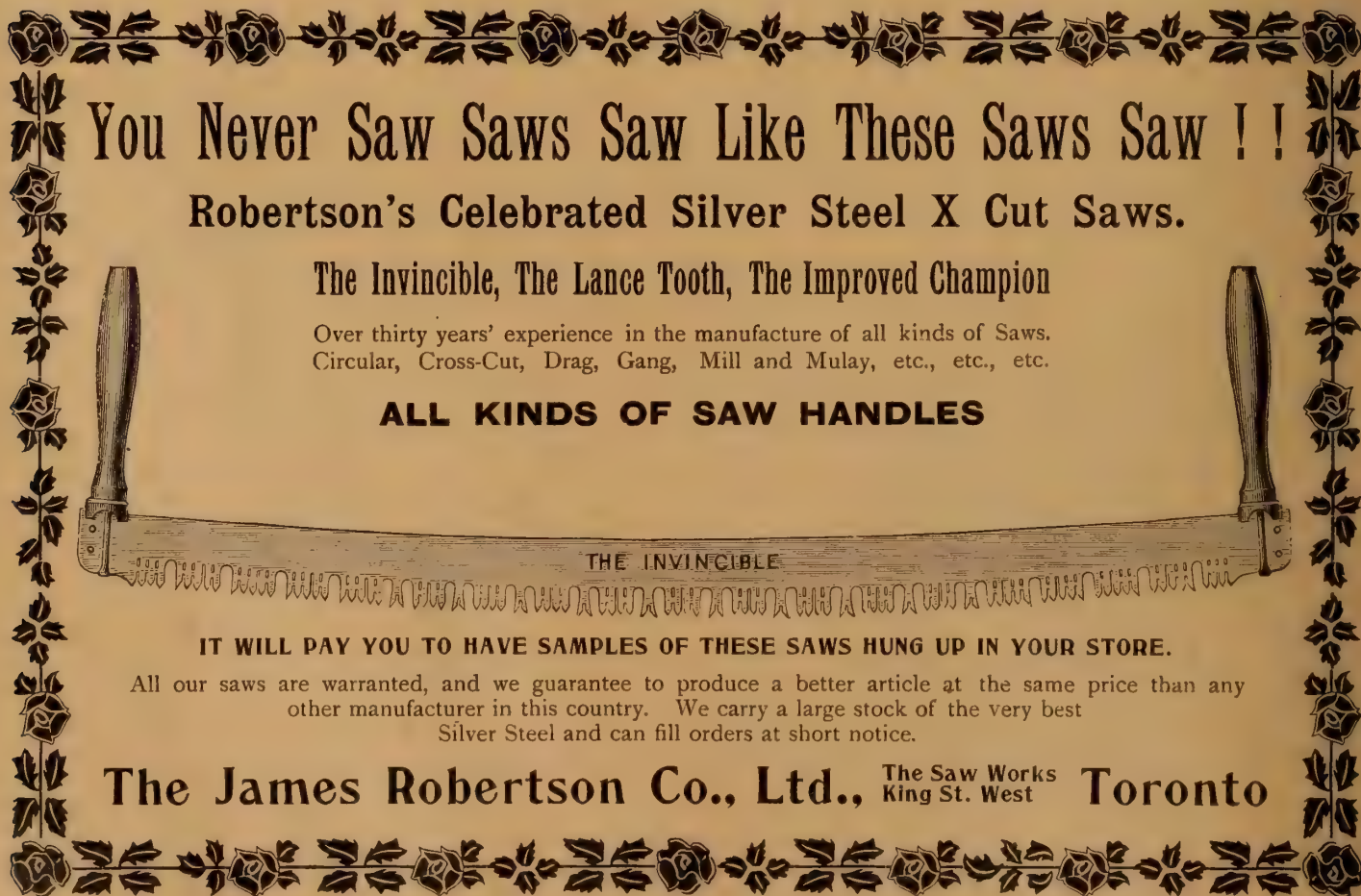
BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.



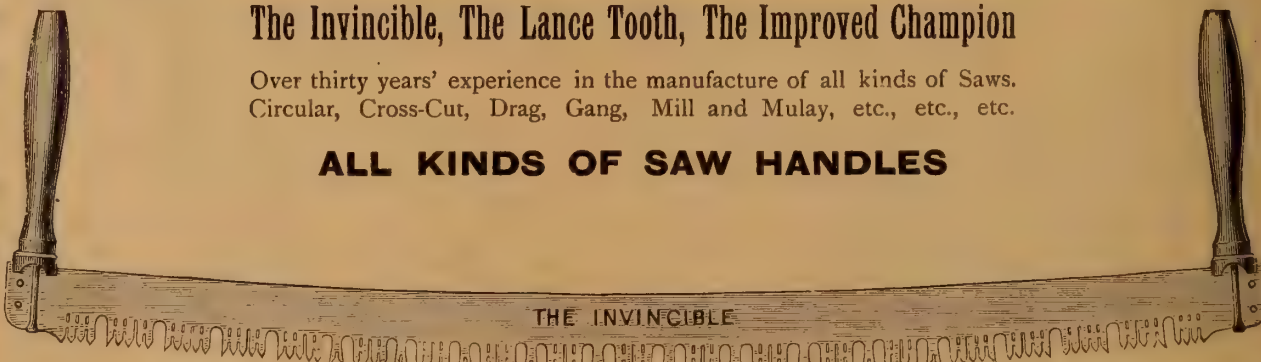
You Never Saw Saws Saw Like These Saws Saw ! !

Robertson's Celebrated Silver Steel X Cut Saws.

The Invincible, The Lance Tooth, The Improved Champion

Over thirty years' experience in the manufacture of all kinds of Saws.
Circular, Cross-Cut, Drag, Gang, Mill and Mulay, etc., etc., etc.

ALL KINDS OF SAW HANDLES



IT WILL PAY YOU TO HAVE SAMPLES OF THESE SAWS HUNG UP IN YOUR STORE.

All our saws are warranted, and we guarantee to produce a better article at the same price than any other manufacturer in this country. We carry a large stock of the very best Silver Steel and can fill orders at short notice.

The James Robertson Co., Ltd., The Saw Works
King St. West **Toronto**

CANADIAN HARDWARE

AND METAL
MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JUNE 20, 1896

No. 25



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
H. McLaren & Co., Agents

Owners and Sole Manufacturers,

74 Cortlandt
Street

New York

TIN PLATE

"Trym" Best. Well Coated Steel Coke Plate.

"Allaways" Best Charcoal. Well known for its good quality and color.

"Dominion Crown" Best and Best Best.
Superior qualities in coating and working properties.

Consumers will make no mistake in buying any of the above brands.

Largest Manufacturers under the British Flag

The fact of our pointing out that Safford Radiators are made with permanent joints is of more practical value than the mere effort to sell you cheap goods.

"Safford" "Standard" Radiators

have engaged the serious thought of many of the greatest minds of the age.

THE BEST ON EARTH.

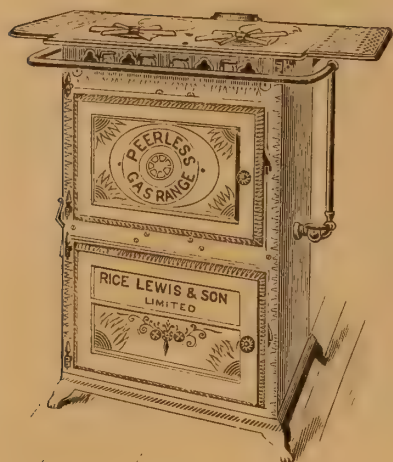
MADE ONLY BY

The _____

TORONTO RADIATOR MFG. CO., Limited . . Toronto, Ont.



To the Trade



Gas.... Stoves

Write us for Price List and Discounts.

RICE LEWIS & SON

(LIMITED)

Cor. King and Victoria Streets.

TORONTO

A Complete Lavatory

The cut shown illustrates our Patent

COMBINED BATH AND WASH BASIN



Hot and Cold Water Supplied to Bath and Basin.
Waste from Basin DOES NOT Discharge into Bath.

SEND FOR PRICES

The Toronto Steel-Clad Bath
and Metal Co. Ltd.

125 and 127 Queen St. East, TORONTO



Diamond-Enameled Ware Granite Steel Enameled Ware

THE BRANDS THAT SELL
AND GIVE YOUR
CUSTOMERS SATISFACTION

Our steadily increasing sales attest the popularity
of these goods.

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JUNE 20, 1896

No. 25

J. B. MacLEAN, President. HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co. LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.
MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:
Canadian Government Offices,
17 Victoria St., London, S.W.
R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

A CRISIS.

SPECIAL training is demanded for special work. A man does not study law in order to become a physician; he studies medicine. When a merchant wants a man to manage one of his departments he secures the services of someone who, by previous experience, has acquired the knowledge necessary to qualify him for the position. When a commander is wanted for the army an experienced soldier is appointed.

The same law rules in nearly everything except in transacting the business relative to the governing of a country. In this respect what is the rule in mercantile matters becomes the exception; the great majority of the members of Parliament are drawn from the ranks of the professional politician, which are made up of the sediment of the learned professions. A stream cannot rise above its source; neither can the Cabinet be expected to be much superior to the Parliament from which it is drafted.

Back of the Parliament the responsibility of course lies with the electorate. If the people do not send the right kind of men to represent them, naturally the Cabinet constructors are unable to secure suitable material for the proper performance of the work to which they have set their hands.

It is a bad thing for any country when the majority of the people who sit in its Parlia-

ment are of the professional politician type. These men do not go to Parliament because of their special fitness to go there: they go there because it is the best paying job which their mediocrity will allow them to obtain. They do not go there to sacrifice themselves for their country's good: they go there for the purpose of serving their own personal and selfish interests.

In Canada we for a long time plumed ourselves upon the fact that we were a somewhat superior people in regard to the moral purity of our parliamentarians; we were not as those in the United States. Neither, we believe, are we. But our skirts are not altogether clean. While we have been boasting and lifting our eyes in admiration of ourselves a good deal of dirt has gathered about our skirts. We have discovered this; and now we are cleaning off the mud by sending into private life some of the men who did not walk circumspectly in their political career. But we also realize that we want something more than even pure men in politics.

We want pure men with practical, common sense business heads on their shoulders. We want them even more than we do pure men, because in the last Parliament the deficiency was not so much in men of moral purity as it was in business material. A lamb is all right in its place, but it will not do the work of a trained trick horse.

The trouble is that we have been hiring unsuccessful lawyers and doctors to manage the business of the country. Men who were more at home discussing such questions as to whether a candidate for baptism should be baptised in a tub or in a lake, than discerning a fine point in business ethics. Men who were more at home stirring up sectarian strife than devising ways and means of building up the trade of the country. Men who could devote years of their lives to feeding the fires of racial animosity and not one hour to the work of propagating the seeds of nationalism and good will. The last Parliament was so prolix in the undesirable

material and so deficient in the desirable that a "Thank God," uttered and unexpressed, went up all over the land when it died.

Next Tuesday is the judgment day. It is to be hoped that there will be a careful sifting of the wheat from the chaff. If there is not it will be unfortunate for this country.

The remedy lies in returning to Parliament good, honest, practical business men, men who have gained their mercantile experience from actual and successful engagement in mercantile pursuits and not from having, perhaps, slept under a merchant's roof. A man can in an hour learn to saw wood, but it takes years of practical experience to master the ethics of business.

If the merchants in this country will, on Tuesday next, cast their ballots for practical business men wherever possible or, where this is not possible, for men who are known to be blest with a good measure of practical common sense not subservient to partisanship, the next Parliament is not likely to spend its time in stirring up sectional and racial strife, or of passing legislation detrimental to the business interests of the country. We have got the men in the country. Let us get them into the House and into the Cabinet.

Canada has arrived at a critical period in her history. During the next Parliament questions will, in all probability, have to be solved which may settle the future destiny of the country. Theoretical professional politicians cannot solve them: The duty devolves upon practical common sense business men. Shall they be forthcoming? The answer depends how the business men use their influence and votes on Tuesday next.

ABILITY TO BUY.

Ability to buy right is the chief essential to success in business, for where there is not the ability to buy, the position to sell cannot be favorable. Wet powder will not fire a gun; neither can a merchant compete for trade with badly-bought goods.

OUR EXPORTS OF MANUFACTURED GOODS.

A PROBLEM whose solution demands the best attention of the business men stares both Canada and the United States in the face at the present time. We refer to the problem of over production.

In a letter to one of the trade papers in the United States a manufacturer of many years' experience said :

We can now, by means of the aptitude and intelligence of our workmen, aided by the best labor-saving machinery, produce more in six months of steady work than we can sell or consume in 12 months. If this is to be kept up where must the excess go to?

This extract is applicable to Canada as well as to the United States. In some respects probably more so. In certain lines it is beyond question that our manufacturing capacity exceeds by far our consumptive ability. In other words, our manufacturing industries have developed much more rapidly of late years than has our population. Besides the actual numerical increase in manufacturing concerns there has been a steady growth in production because of the development of labor-saving machinery. Manufacturers in the United States boast of the excellence of their labor-saving machinery; and while this is, no doubt, true, in some instances, it is not Canada that is occupying the secondary position.

As a result of the multiplicity of manufacturing concerns in Canada and the consequent over-production in many of the staple lines the manufacturers have been compelled to form associations simply from a sense of self-preservation. Some of these organizations may have been formed with the object of bleeding the public and enriching themselves, but **HARDWARE AND METAL** is confident that this spirit has been the exception and not the rule.

The gentleman quoted above declares that one of the chief remedies for over-production is new markets. And what is a remedy for the United States is also a remedy for Canada. We want new markets, and we must have them.

Our annual output of manufactured goods is something like half a billion dollars' worth, while our exports of manufactured goods last year aggregated slightly over \$26,000,000 worth, or something like 5 per cent. of the total output.

According to the census returns, our output of manufactured goods was valued at \$309,731,867 in 1881 and \$476,258,886 in 1891, an increase of 53.8, but in the former year our exports, relative to the output, were 1 per cent better than at the end of the decade. Comparing the exports of 1895 with those of 1881 we find that the increase was 20 per cent., while, as we have already

pointed out, the increase in the output for the ten years ending 1891 was over 53 per cent.

Of course, the home market is the better market; and it is expanding. But it is obvious that we need to be more aggressive in cultivating the foreign market for manufactured goods.

One of our drawbacks in the past has been the want of business men in Parliament. Petty politicians do not know how to develop trade, domestic or foreign. Their energies are centred on either keeping in or getting into power. With a business-like Parliament we may expect to see a more vigorous and wise policy, not only in regard to opening up new markets and expanding others, but also in regard to immigration.

THE TRAVELER NOT A NUISANCE.

SOME merchants appear to have become possessed of the idea that the traveler is a nuisance. This is a grave mistake.

With the advent of the class trade journal, the telegraph, the telephone, the rapid postal delivery, a great deal of the work which the traveler formerly did is now performed by these. But there is work in the commercial system of the country, the performance of which is the peculiar duty of the traveler. He alone can perform it. The merchant who imagines otherwise and essays to get along without him is really trying to do business with incomplete machinery.

At Dover, England, there was, or is, a cannon with an inscription something like this upon it: "Load me well and keep me clean and I'll carry a ball to Calais Green."

When a traveler is of no use to a merchant it is because the latter has badly treated him and crippled his usefulness as far as that particular merchant is concerned. You cannot remove a nail from a mule's fetlock while the beast persists in kicking you.

The traveler does not demand that carpet be laid wherever he shall tread. The man who demands that, or as similar delicate treatment, is not found in the "drummer" army. Neither does he demand that the merchant leave his customers to attend to him. All he demands is that he be treated as one gentleman would another. And he has a right to demand this. Too often he does not get it.

But the merchant who is discourteous to travelers gains nothing thereby. On the contrary, he loses by it. Travelers, like other human beings, do not throw plums in the way of their foes. They give them to their friends. Ten chances to one, these friends are the competitors of the discourteous merchant; and they are thus better fortified to bid for business.

Make the traveler your friend. It will

pay you. Most merchants realize this and act upon it. It is only a small minority that do not.

OIL AND TURPENTINE STEADIER.

THE linseed oil and turpentine market in Montreal, which has been rather demoralized of late, took a turn for the better during the course of the present week.

Last week's tumble in prices on both articles induced some enquiry from the larger buyers, and as a result of it several round lots of both left first hands at the decline. Not only this, but some speculators took a hand in the market also, and bought in some goods, with the result of clearing up quite a quantity of stock. This induced a steadier feeling in turpentine, and it is doubtful if the buyer of any ordinary quantity could fill his wants for less than 40c. to-day. Last week holders were free sellers at 39c.

In linseed oil there has been no quotable change, but the improved feeling in turpentine is reflected in its case by a steadier disposition, and the stock now available in first hands in Montreal is light.

A NEW AND MODERN FOUNDRY.

IT is refreshing when we hear so much regarding hard times and contracting trade to strike instances where the very opposite conditions obtain.

HARDWARE AND METAL frequently does come across these instances. We did on Thursday. It was at the works of the Toronto Radiator Co., Dufferin street, Toronto.

Business with this firm has so developed that it has been found necessary to erect another foundry shop. It is to be of brick, and 82 feet wide by 137 feet long. The building will be one storey of 45 feet, with a truss roof. The beams supporting the roof will be 82 feet long and will be unsupported by pillars. It is asserted that there is no other factory in Canada that can boast of such a length of beam unsupported by pillars. The reason for doing this is that it will afford the company better scope to equip the building with a special system of tracks both on the floor and overhead.

One of the features of the new foundry building will be a system of molding machines. One of these machines has been temporarily put up in the old molding shop. The machine is of recent invention, and the Toronto Radiator Co. has secured the right to manufacture and use it in Canada. It is claimed that this machine not only does a great deal more work than is possible by hand labor, but does it more accurately. One of the features of the machine is that it will make two molds at once.

"The employment of this machine," re-

marked a member of the firm, "has been forced upon us, owing to the price at which goods have been sold the last few years. These things are all done with a view to lessening the cost. As far as competition is concerned we do not care for anybody."

The new foundry will be equipped with five baking ovens and new boilers and engines. The walls of the building are nearly ready for the roof.

The old foundry building, which is 66 by 132 feet, will be operated, as well as the new structure.

CUTLERY WORKERS STRIKE.

Last week **HARDWARE AND METAL** reported the possibility of a strike in the German cutlery district at Birmingham. This week advices to Dorken Bros, Montreal, who represent Jonas & Calver, state that the expected has happened and that the pen-knife finishers have gone on strike.

The manufacturers state that they are not in a position to meet their employes' demand and present prospects point to a lock-out of some duration, unless the men are reasonable.

AGENTS FOR MAGNOLIA IN CANADA.

The Magnolia Metal Company, New York, have appointed Caverhill, Learmont & Co., Montreal, sole agents for Canada for their metal. This celebrated metal is well known in Canada and can be had from all dealers in hardware throughout the country.

NEW MINING COMPANY.

The Seine River Gold Mines Company, Limited, has been chartered in London, Eng., to operate the properties of the company in the Rainy Lake district, formerly known as the Kelley-Mosher properties. The capital stock of the company is £100,000, in shares of £1 each. The sum of \$125,000 has been placed to the credit of the working capital, and Mr. Ferguson, who is an associate of the Royal School of Mines, has commenced sinking one working shaft and several test pits. The work is proceeding somewhat slowly on account of the scarcity of skilled miners. The average assay on the three principal veins of the property is \$28.50, in gold, per ton, the veins being true fissures and lying in decomposed granite, and the ore is supposed to be free milling. As soon as the property is in shape to get out ore a mill capable of treating from 80 to 100 tons per day will be erected, and the estimated cost of treating the ore is \$5 per ton, which will leave a handsome margin of profit.

The cutting to be encouraged is that which enables the business man to carve out in business a successful career for himself.

DROPS FROM THE EDITOR'S PEN.

Vote for business men.

Live salesmen attract live customers.

The fraud is his own business grave-digger.

Bright advertisements, like kind words, never die.

Hang on like a bull-dog, but be sensible like a man.

Return goods if you should, but be sure you should.

He who would acquire capital must expend energy.

Business, like a pretty girl, can only be won by being courted.

Integrity exceeds in value all other jewels. So it does in brilliancy.

The honest man fails for want of cash; the rogue for want of honesty.

The active merchant may wear himself out, but no rust accumulates upon him.

Charity among business men, like oil to machinery, is a preventive of friction.

People with lame business methods, like lame ducks, do not amount to much.

The cash system is a soil upon which the dead beat dies and the merchant thrives.

Business would often look brighter than it does if people would only rub it up a little.

The ideal clerk is he who works hard and at the same time exercises common sense.

In business play your cards well, but be careful that cards do not play you for a fool.

If you haven't your heart in your business it is not much use having your head there.

If you cannot coax people to your store, don't, for goodness sake, try to drive them there.

Many a man has floated into affluence on printers' ink as well as many a man into publicity.

Neither of the great political parties will be defeated on the 23rd inst. Victory is perched upon the banners of each. At least,

each party declares with confidence that it will win.

Lack of perception is excusable; refusal to see when there is no lack of perception is obstinacy.

Many a man does not come out "flat-footed" for right business principles because he is "flat-headed."

Strive to expand your trade; but be careful it is not expanded to bursting point. Such things have happened.

Merchants who give the cold shoulder to their customers cannot expect the latter to give them the cold cash.

You cannot put hay seed into a mill and turn out hay, but you can put common sense into operation and produce gold.

A merchant cannot tug away at business always any more than can the boatman tug always at the oar. There must be a time for rest.

Be as careful about getting into a position for which you are unfitted as you would into a suit of clothes that was fit only for a man with an avoirdupois fifty pounds in excess of your own.

Clerks who spend their evenings playing billiards are not likely to make many successful caroms in the play of practical business life.

The man who buys a pig in a poke often does a great deal of grunting afterwards; and it is not the grunting that comes of satisfaction either.

A good business man is the result of his own handiwork. Others may assist in supplying the materials, but he alone can put them together.

The ideal merchant never had, nor never will have, an existence; and yet he is an unwise man who does not aim to become an ideal merchant.

The moment a man sets himself up in business he becomes a mark for somebody's shafts; but that should not deter a man from going into business.

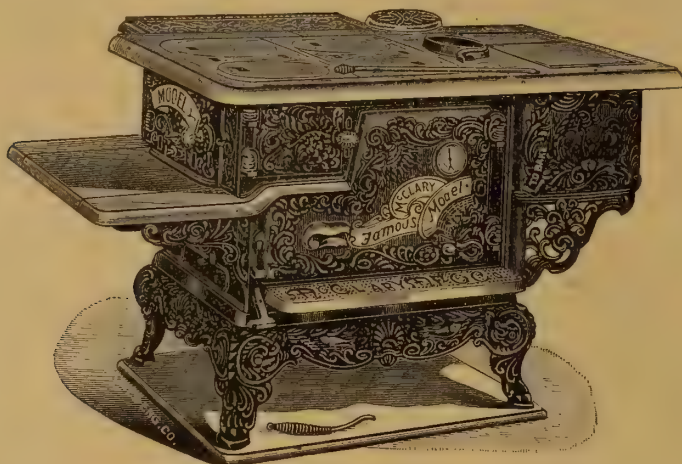
A merchant who would be successful should remember that there are as many temperatures and characteristics among his customers as there are in a North American climate.

When a merchant loses money on goods which he has sold on credit he may at least be said to be an accessory after the fact, for the dishonest creditor could not have obtained the goods without his assistance.

AN IMPROVED STOVE.

FOR many years the "Model" wood cook stove made by the McClary Manufacturing Co. has had a reputation for excellence. This year this company still intend making these, and in addition have made up an entirely new design, as shown in cut, which is described by dealers as a "Dandy." To distinguish this from the old style and still retain the old name, it is called the "Famous Model." It has all the good points of the "Model," but the improvements given below will place it aloof from all others.

It has white enamel faced thermometer in oven door to show the exact heat of oven without opening oven door. The oven is ventilated by taking the cold air in between



fire back and oven front and discharging it heated into the oven and thence to smoke flue; this also lengthens the life of fire back, which is made sectional and heavy. It has steel oven bottom that cannot warp and main bottom is heavily cemented, ensuring even baking. The safety expansion top can be adjusted so that a boiler can be placed either lengthwise or crosswise on the stove. Nickel plated steel edge and an agitating fire bottom, which can be operated without removing front grate. It is made in two sizes, 9-23 and 9-25, with and without reservoir. It has an extension shelf, which can be placed on the back for the square stove and on the left side for the extended stove. In a trial as to its working, it was found to make a great saving in fuel over anything previously put on the market.

A HOPEFUL SIGN.

The increasing demand for copper in Great Britain, Germany and France is, according to The Engineering and Mining Journal, a hopeful sign of business for the American producer. The decrease in stocks, according to this authority for, the first four months of the present year, was 10,108 tons, against 42 tons in 1895. The increase of consumption is about 50 per cent., and it is

likely that the increased amount of American copper that can be sold and absorbed during the present year will amount to 50,000 or 55,000 tons. The Engineer supplements this statement by saying: "When we say American copper we speak advisedly, for from no other part of the world is there any increased production so far."

NEW BRASS FIRM.

Application is being made to the Ontario Government for the incorporation of the Toronto Brass Co., Ltd. The objects for which incorporation is sought are for the purposes of manufacturing and selling articles manufactured of iron, steel, copper, brass, bronze and other metals; of dealing

in and selling the aforesaid metal goods and goods used in the manufacture of such metals and the business of electro-plating. The operations of the company are to be carried on in Toronto, which is also to be the chief place of business of the company. The amount of capital stock of the company is \$25,000, in 500 shares of \$50 each. The applicants are: T. H. Stephenson, brass manufacturer; C. Mulvey, clerk; H. Barber, accountant; T. Mulvey, barrister-at-law, and R. F. Spence, accountant, all of Toronto. T. H. Stephenson, C. Mulvey and T. Mulvey are to be the first directors of the company.

SWALLOWED UP!

Do you remember the story of the penurious man who accidentally swallowed a five-dollar gold piece? says a press circular. A doctor was immediately summoned and the stomach-pump was applied; but, notwithstanding the most desperate efforts for more than five hours, the total amount that could be obtained was \$2.69.

Here is a case where the money was all there, but it couldn't be taken out under the circumstances. There are a good many retail stores where the profits are all there, but it couldn't be taken out under the circumstances. The trouble in the first place

was a penurious man, in the others it is penurious and shiftless management.

It is not a question of a lack of trade. It is a lack of that handsome margin of profit which there should be on the business—which there would be on it if it were done on business principles.

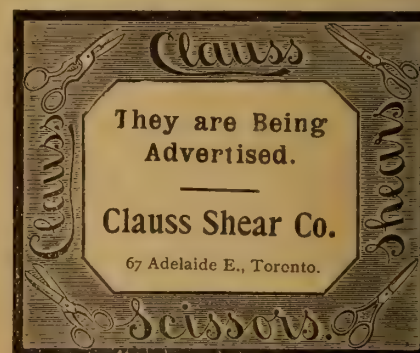
ALUMINUM BEADS.

The production of beads from aluminum has not been accomplished with entire success so far on account of the softness and porosity of this metal, remarks a German paper. The present punching machines used for this purpose have the fault that by reason of their too great stability they tear the aluminum plate to be shaped instead of forming it into a sphere or that, although bending the plate together, they deform it so that no sphere-shaped body is produced. Winterburg and Eisner, of Gablonz, Bohemia, have succeeded in producing perfectly shaped aluminum beads by means of an apparatus invented and patented by them. The top of the punch consists of two parts connected by a spring and provided with a pin for perforating the bead. The aluminum plate is first fixed and punched out by the apparatus, then pressed into a correct sphere and perforated by a quick sharp blow which causes the spring to recede. The apparatus is simply constructed, but very efficient, and it is expected that it will soon be used generally in the manufacture of aluminum beads.

PATENT REPORT.

Marion & Laberge, solicitors and experts, Montreal, report the following patents to have been recently granted to their clients: 52,391, J. Berron, bow facing oar; 52,386, E. Gagnon, sad iron; 52,454, J. D. Oligny, artificial fuel; 52,519, J. A. Christin, packing box; 52,568, M. A. Kennedy, stump extractor; 52,580, Wm. R. Boisout, spring bed. French, German, Belgian and British patents have also been granted to Mr. M. A. Kennedy, of Montreal, on a vending and change-making machine.

Business zealously demands attention, but it is not at all offended when the merchant casts his eye now and then on the affairs of state. When the business of the state is managed right it is all the better for the business of the individual.



We want your varnish business. We would like to start by selling you

...Perfecto

the varnish that shines. We know it would give your customers such satisfaction that it would be the means of increasing your varnish trade. You would then feel like taking hold of our other kinds of varnish—all of which are made to suit. Once we get you as a customer, we will try our very best to make it worth your while to remain our customer. We understand thoroughly that we must make our connection with you pay you. That's what we strive for.

**THE COTTINGHAM
VARNISH CO., LTD.**

Manufacturers of

Pratt & Lambert Varnishes

.....MONTREAL.

Enthusiasm

Is one of the very best things you can incorporate into your business. It costs nothing, and helps quite a little towards success.

How to get it—The first thing necessary is to have something that you can enthuse over. You could not, for instance, get up much enthusiasm over cheap paint, but you could if you had a paint that was better than ordinary—that was better than any sold by your competitor—such a paint as S. W. P.

We ourselves have felt the benefit of this enthusiasm. It has helped us very much. We think there is no business like the paint business, and no paint like S. W. P. Our salesmen know what our goods are, and are, therefore, just as enthusiastic as we are. Our customers are finding out what the goods will do, and have caught the enthusiasm. But most enthusiastic of all is the consumer—and this is best of all. So, our company, our salesmen and our customers and consumers are all joined together by this bond of enthusiasm, and it is helping us all to success that is only limited by the extent of our surroundings.

If you are not already with us and believe in a good thing, we would like to have you—we would like to have you now.

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of The Sherwin-Williams
Finest Paints and Colors

MONTREAL

RESISTANCE OF STRUCTURAL IRON TO FIRE.

IN 1891 a technical commission was charged by the Senate of Hamburg with making an enquiry into the ability of structural iron, especially of iron supports used in the construction of large buildings, to resist the action of fire. The commission has now completed its work and published a voluminous report, of which we reproduce the following extract from The Bulletin de la Societe des Ingenieurs Civils de France.

The programme of the tests to be made was prepared in August, 1892, but the breaking out of the cholera delayed the start until the following year. The objects of operation were iron supports of regular size, 17 feet long, which were held in an upright position by a solid cross beam. Hydraulic pressure was used to represent the burden which the supports would have to carry in practical application. The burden for iron supports was from 115 to 130 tons, while the burden for wooden supports was limited to 60 tons. The supports were heated to half their height by eight gas burners arranged in a closed casing around the base of the column. The temperature was ascertained by a pyrometer as soon as the manometer for the hydraulic pressure indicated by falling the support had commenced to bend; the lateral

deformation, if such a change of form was produced, was noted likewise. The commission operated on bare supports and frame work as well as on those filled up with cement or other refractory material; wooden supports and beams were tested in the same manner.

The principal conclusions reached by these tests are that bare iron supports offer but a very moderate resistance to fire, as their stability was totally destroyed by a temperature of about 500 deg. centigrade; concerning the benefit derived from a cement filling, it is so insignificant as to be of no considerable value. It is different, however, if structural iron is given an exterior coating of refractory material, which was found to preserve the metal against a dangerous elevation of the temperature for a certain time and to furnish consequently an efficient protection against fire. The materials which produced the best effects in this respect were a composition patented by Ganzweig and Hartmann, of Ludwigshafen, Germany, and leaves of xylotile (a certain fibrous silica) in a sheet iron casing. These materials developed inflammable gases for 2½ hours and a carbonous residue was left behind which was not disturbed by the stream of a fire engine. A column coated with these substances resisted the action of fire for over

four hours, while the same column in exposed condition was destroyed in from 17 to 30 minutes. Next to these materials in refractory properties is Monier cement, which if applied two inches thick will preserve an iron beam for 2½ hours; other substances, like plaster, ordinary fire brick, etc., prove much less efficient.

The tests made on wooden columns have shown that when the change of structure commences at a temperature below 600 centigrade their resistance is prolonged beyond that of iron; a metallic casing offers no advantage. Oak resisted the action of fire longer than any other kind of lumber tested.

WILL CARRY FREIGHT TO TRAIL.

All the whistles in Trail made themselves heard when the C. & K. S. N. Co.'s new freight boat, "City of Trail," came into town on Tuesday morning. Every man in town was at the landing to meet the namesake of our embryo city. Capt. J. W. Troup was on hand and showed the visitors over his new boat. She is 162 feet long, 30 feet beam, the hold is 5 feet deep, the engines 14 inch, with 5 feet stroke, and the boilers carry 150 pounds of steam. While the boat is built for freighting, there are accommodations for a number of passengers—berths, dining-room and smoking-room. The boat will run for the present between Trail and Arrowhead, carrying coal, moving barges and doing general freighting. The Trail was built at Nakusp.—News, Trail Creek, B.C.

COST OF A BICYCLE.

STATEMENTS regarding the cost of building a bicycle are now flying through the press from one end of the country to the other. This cost ranges from \$15 to \$40, and it would appear that the calculator had arrived at his estimate by considering the reputation of the builder and the selling price of the wheel, rather than upon an examination of the quality of the material used in the wheel and the skill manifested in its construction. The lower figures are invariably assigned to those wheels which are sold at a comparatively low price, the supposition being that the builder uses inferior stock, employs cheap and unskilled help and that he may be in possession of valuable shop secrets which permit him to greatly reduce the first cost. As the opposite characteristics are supposed to influence the maker who sells his wheels at the highest price, the conclusion is arrived at that his wheels cost correspondingly more to construct.

We do not believe there are a dozen bicycle manufacturers in the United States who deliberately employ poor material. The bicycle is a highly strung instrument, and one weak part means its speedy destruction and the annihilation of its maker as a factor in the business world. Further, this would be a foolish expedient and would indicate a desire to save at the spigot and to leave the bung wide open, since the cost of the raw material entering a wheel is but a comparatively small part of the total cost. The field for the greatest saving is in the labor account, and it is here that the real difference between the cheap and the expensive wheel probably lies. Inferior help will invariably produce an inferior product. Not only will the work itself be defective, but, particularly in some of the operations connected with bicycle building, there is the danger that the poor mechanic will destroy stock which may have been of the highest grade at first. This applies especially to all brazing work. The skilled artisan will be found to be cheaper than one not so well qualified when the wages of the two and the character and amount of work done are compared. It is a recognized fact that the cheap mechanic is never profitable if any regard is to be paid to the standing of the article produced. Therefore, the hope of reducing expenses by employing an inefficient human or mechanical device is fallacious. But, as intimated above, it is probably along this line that the attempt is made to lessen the cost of the cheapest wheels.

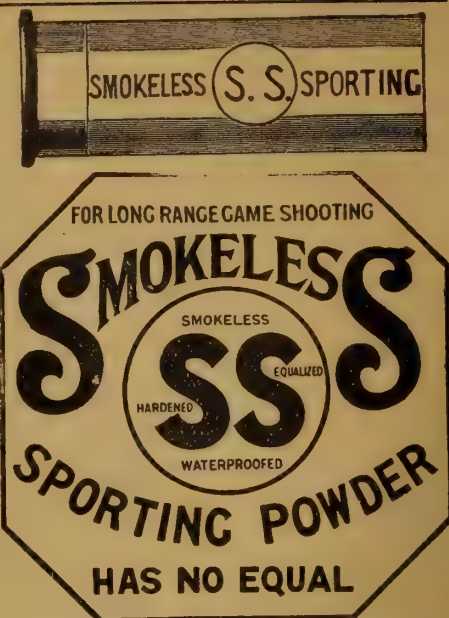
The rider who thinks that the selling price of some of the most important wheels should be reduced because it only costs the manufacturer \$25 or \$30 to place that wheel in his own shipping department ignores certain

items which must be recognized. The actual cost of a bicycle should be taken as the aggregate of the amounts expended upon it from the time the raw material is purchased until the machine is delivered to the rider. These are not recognized in the estimates now floating around. These include interest, rents, freight, commissions, advertising and the replacement of defective parts, and so on, all of which increase, and should be added to, the cost of the wheel before its final delivery. It is true that the bicycle builder has but little missionary work to perform in comparison with those industries which have to labor long, patiently and often fruitlessly before inducing the buyers to even give their appliances a trial. The would-be rider wants a wheel and he buys as soon as he has settled on the make. Notwithstanding this demand, the bicycle has been more extensively and ingeniously advertised than any other article ever placed on the market, and this item of cost cannot be neglected. This is the result of the sharp and incessant competition. Makers do not do this because they like to keep their earnings in circulation—it is an essential part of the business and constitutes a large item in the cost. Therefore, because the stock and labor on a wheel may only cost \$25, it does not follow that it can be sold for \$40 or \$50. The manufacturer alone knows what it costs him to market a wheel, and the opinions of outsiders are mere guesswork.—Iron Age.

STEEL V. IRON.

Such a scare in favor of iron ships as against steel has taken place in Great Britain that some owners' superintendents on new steel vessels are now specifying a large portion of the work to be of iron, such as upper decks, tank tops, etc. A steel manufacturer has informed London Fairplay, however, that some time ago he made a number of experiments to test whether it really was the case that steel corroded more quickly than iron. The experiments were carried out by means of plates of various thicknesses being exposed in both fresh and salt water for periods from one month up to a couple of years, with the result that the steel plates exposed for a period up to six months corroded much faster than the iron ones, but, after that, the advantage lay with the steel, those exposed for two years being in a much better condition than the iron ones. Another thing learned was that ships built of steel within the last few years do not show the same inclination to corrode, from the fact that the manufacture of steel is better understood.

Sparks from a locomotive caused a small blaze in a shingle roof at Greey's foundry, Toronto, Tuesday morning.



NO SMOKE. GREAT RESULTS.

HIGH VELOCITIES
LOW PRESSURES
LONG RANGE

EXTRA HARDENED, DOUBLE WATER-PROOFED,
RELIABLE, SAFE, NO JAR,
HARD HITTING.

Quick and Strong, With Perfect Combustion

The Favorite Powder.

The Choice of Experts.

The Powder of Powders for a variable
Climate.

UNEQUALLED RECORDS.

TRIALS BY ELEY BROS., AND
"ROD AND GUN."

VELOCITIES:

At 21½ yards, 1012'68 feet per second.
" 43 " 872'72 " " "

Far in excess of any other Powder,
Nitro or Black

Pattern 233.

Pads Penetrated (Eley's Special) 30'6.
Pressures 2'17 Tons Only.

All future issues made to this standard. Full report of trials can be had on application to the Company or their Agents, also copies of

THE NEW "SMOKELESS (SS) GAME REGISTER."

Smokeless Rifle and Revolver Powders:

(SR) For Martini-Henry and similar large bore Rifles; also for Punt Guns.

"RIFLEITE '303."

For Lee Metford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"RIFLEITE '450."

For Sporting, Express and Military Rifles, '300 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Sole Manufacturers **THE SMOKELESS POWDER CO., LTD**

Dashwood House, New Broad Street, London
Eng. Works: Barwick, Herts.

Sole Agents for the Dominion

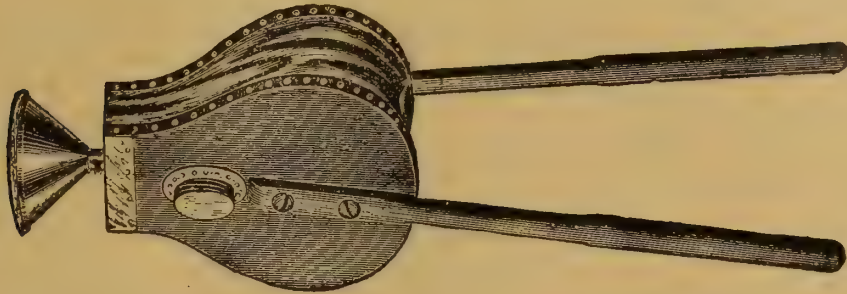
LEWIS BROS. & CO. 30 St. Sulpice St.
Montreal.

The R. A. McCready Co., Toronto, carry stock and are agents for Toronto and district.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**



PNEUMATIC POTATO BUG DESTROYER

LABOR SAVER

One pound of **Paris Green** for one acre of vines.
Write us at once for sample and price.

PURE PARIS GREEN

GUARANTEED GOVERNMENT STANDARD

Paper Boxes, $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. **Bulk,** 25 and 50-lb. drums.
250 and 500-lb. casks.

Do not run the risk of fine
Sell only Government Standard Pure **Paris Green**

Rixford Harvest Tools Full Line

Binding Twine Full Line Canadian Makes

Graham Cut and Wire Nails are the Best.

POISONOUS ACTION OF ACETYLENE GAS.

DR. RUDOLPH ROSEMAN, professor in the Pharmacological Institute of Greifswald, Germany, has with the usual German thoroughness been investigating the poisonous action of acetylene gas.

The University of Greifswald is one of the oldest seats of learning in the whole of the Emperor's kingdom, the necessary dispensations for the establishment of this institution having, explains Kuhlow's Trade Journal, been granted in 1456 by Calixtus III., theology, jurisprudence, medicine, and the arts being the faculties then taught. The recent experiments were made upon a number of young cats and white rabbits, and were carried out by means of an apparatus employed for such purposes in the German institutions. It consists of a glass globe holding about 8 litres; this globe stands on a grooved pan and can be made air-tight by means of water. Two tubes are inserted into the glass globe, the one connected with a suction pump, and through the other the mixture of gas and air is conducted. The latter tube is connected with a T tube which again is connected to a gas meter and with the atmospheric air. The other end of the T tube connects with the gasholder containing acetylene. The controlling apparatus indicates the amount of air admitted. The quantity of acetylene which is used is indicated by the amount of chloride of sodium solution running from a graduated cylinder into the gasholder. A continual ventilation of the glass globe is, by the use of this instrument, made possible. After exposing a cat for one hour and a quarter to 20 per cent. of acetylene mixed with air, the animal became sleepy, reacted very lazily, and at last began to vomit, when the experiment was ended. With 21.5 per cent. of crude acetylene, a rabbit remained apparently well and without noticeable change. Experiments with crude acetylene, 25.7 per cent., show that there were no bad symptoms of intoxication. On the contrary, experiments made with illuminating gas caused the respiration to increase from 128 to 200, and death would very soon have ensued had the animals not been removed. The acetylene is proved to be much less poisonous than carbon monoxide and less poisonous than ordinary illuminating gas. The quantity of acetylene required to cause death was in various cases 47.5, 63.5 or 75 litres, that of illuminating gas being only 37.25 litres. The blood of the animals experimented upon showed in acetylene poisoning no difference from the ordinary state, either by spectroscopic or microscopic examination. Acetylene does not, it seems, influence the coloring matter of the blood, although the poison of the

carbon monoxide does. Acetylene is absorbed by the blood into the lungs, but does not directly change the nature of the same, although when circulating through the blood it acts upon the organisms. The nerve system seems specially affected by this gas, showed by the sleepiness of the animals, their vomiting and the changes in the breathing. It acts quietly and has a slightly narcotic effect, but it may continue for a long time before excitement sets in, as shown by restlessness, vomiting and dyspnoic attacks. If the action of the acetylene is continued further paralysis sets in, which ends in death. It is more doubtful that the poisonous properties of acetylene will become dangerous, if it ever becomes, as we certainly think it will, commonly used as an illuminant or enricher, as the smell is so disagreeable as to be noticed at once, however slight the escape may be. However, we are told that those working constantly with the gas become so used to the smell that they hardly notice it, even when escaping in large quantities. The impurities, sulphuretted and phosphoretted hydrogen, would, however, probably exercise an injurious effect; although it is proved so far to be much less intoxicating and poisonous than illuminating gas, there is no doubt that a continual atmosphere of acetylene inhaled for weeks would exercise very deleterious effects upon the health.

WROUGHT IRON VERSUS STEEL.

ALIVELY controversy, according to an exchange, is now on in German technical circles concerning the respective merits of wrought iron and steel. The dispute, which will be fought out to a finish with the proverbial German thoroughness, was brought on by the German Engineers' Society, which will hold its annual meeting at Stuttgart on June 8 to 10, being requested by the local lodge of Siegen to take an active part in clearing up the question why steel was destroyed quicker by rust than wrought iron, and whether there were any means known by which steel could be protected as permanently against rust as wrought iron by reason of its peculiar composition. The supposition expressed in this request that wrought iron was more durable than steel has called forth vigorous protest on the part of the German Iron Masters' Association, which contends that the question is not yet sufficiently cleared up to warrant such a snap judgment to the disadvantage of steel.

Stahl und Eisen, the organ of the German Iron Masters' Association, says in defence of the latter's position: "Reports received of the quick destruction of steel by rust are confronted by other reports saying the same of wrought iron; to draw a generally valid conclusion from these reports appears

to us as absolutely inadmissible as long as we are not in the possession of the results of a series of reliable comparative tests to which both kinds of iron have been subjected under equal conditions. The generally established fact that freshly rolled steel is attacked by rust quicker than wrought iron is due to the former possessing a greater metallic surface than wrought iron which is covered by a coat of iron oxide; but whether the progressing oxidation is stronger in one metal than in the other cannot be decided finally by present experience, still less the question whether there exists any difference in this respect between Thomas and Martin steel of equal hardness. The testing stations in Germany are now engaged in making a series of 6,240 tests to decide the question. The tests will extend over a period of two years."

In reply to a letter of the Siegen Engineers' Society, in which the latter defends its position in according wrought iron the superiority over steel, the journal quoted says that present experiences are in no way sufficient to decide the question and adds: "Before this question is settled by thorough tests, which is the only proper way to do it according to our opinion, we shall maintain our position, and we protest against it that unproved assertions by which public opinion is misled are being announced as facts."

OUR SHIPMENTS THROUGH THE SOO CANAL.

The following official table gives the shipments of ore through the Sault Ste. Marie Canal from 1855 to 1895 inclusive:

	Net tons.		Net tons.
1855.....	1,447	1876.....	609,752
1856.....	11,597	1877.....	568,082
1857.....	26,184	1878.....	555,750
1858.....	31,035	1879.....	540,075
1859.....	65,769	1880.....	677,073
1860.....	120,000	1881.....	748,131
1861.....	44,836	1882.....	987,060
1862.....	113,014	1883.....	791,732
1863.....	181,567	1884.....	1,136,071
1864.....	213,753	1885.....	1,235,122
1865.....	147,459	1886.....	2,087,809
1866.....	152,102	1887.....	2,497,713
1867.....	222,861	1888.....	2,570,517
1868.....	191,939	1889.....	4,095,855
1869.....	239,368	1890.....	4,774,768
1870.....	409,850	1891.....	3,560,213
1871.....	327,461	1892.....	4,901,132
1872.....	383,105	1893.....	4,014,556
1873.....	504,121	1894.....	6,548,876
1874.....	427,658	1895.....	8,062,209
1875.....	493,403		

WIRE NAILS

WIRE - TACKS

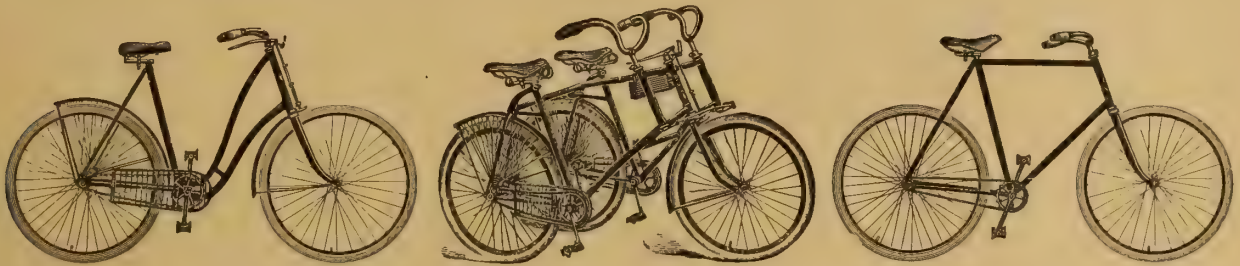
Ontario Tack Co.

HAMILTON

PARIS GREEN

From $\frac{1}{4}$ -lb. Cardboard Boxes to Casks of 600 lbs.
LOWEST PRICES.

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, **TORONTO.**



"Wolff American"—High Art Cycles.
"McCune" Cycles—Highest grades and great value.
"Commercial" Cycles—Good machines.

Also Juvenile bicycles on hand, and "Adler" Cycles,
"Boker's IXL" Cycles for importation.

DORKEN BROS. & CO.

140 McGill Street **MONTREAL**

Binder Twine

SISAL, White or Colored

RED CROWN

BLUE CROWN

IMPERIAL

MAPLE LEAF

BEAVER

EAGLE

DOMINION

PURE MANILLA

Write for Prices

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

REQUIREMENTS OF THE HARDWAREMAN.*

I AM asked to speak of the requirements of the hardwareman of to-day. As I attempt to do so, I think I detect a bit of sarcasm in selecting me to unfold the suggestions of the subject. I fancy some of my business associates about me will believe that a younger man should undertake to speak of the demands of the time in our special calling—a task that calls for the best powers of the practical man and the prophet. But as he who is on the hill top may sometimes discern the trend of events more clearly than those who are in the smoke and turmoil of the conflict, it may be that those who are a little removed from the closer details of affairs may get as true a view of things as those who are in the sweat and struggle of the commercial contest.

The requirements of the hardware dealer of to-day have come to be very numerous, through the fast-increasing elements which go to make up the problem with which he has to deal. What is the fundamental secret of the great extension of the hardware trade of our country? Is it not in the multiplication of wants, for which this nation of ours is distinguished perhaps above all others—of wants, many of which the hardware dealer must supply? Those of us whose memories carry us back to the hardware stocks of thirty-five or forty years ago have not failed to recognize the immense growth in the variety of contrivances, appliances and styles which have become necessary to the hardware stock of to-day. The advent of the "bronze age," about thirty years ago, brought with it an ever-extending collection of shapes, designs, and finishes of goods which are to-day almost the despair of him whose province it is to keep the stock in condition. The growing demands of the age as to sanitary requirements and the use of electricity have added greatly to the list of articles indispensable to the hardware dealer. And, as the standard of the mechanic has advanced in proportion to the improvement in the appliances which the market demands, it follows that there has been a constant improvement in the implements he uses, and an increase in the number which he requires for his daily production of work.

All of these things add to the necessary acquirements of the hardware dealer of to-day, and for nearly all of them must he be indebted to our friends the manufacturers of New Britain. Ever on the watch for new things with which to load our shelves and bother our already over-crowded memories, it is our kind hosts who are at once the bane

of our existence and our constant dependence, so that we are often inclined to say, with the poet:

"Ay, me, what perils do environ
The man that meddles with cold iron."

But if our friends of New Britain add to our cares, they must have the credit of enlarging the relative importance of our calling, as compared with that of other mercantile lines. He who would worthily fill a position among the hardware merchants of the future (for the forward outlook is always necessary to appreciate the requirements of the present), must possess an ever-broadening knowledge of the convenience and comforts which go to the making of stately buildings and ideal homes; yet he must not fail to constantly study the peculiar requirements of farming, manufacturing, maritime, and metropolitan communities. And he must be on the alert to make wise choice among the new things which the restless brain of man is ever evolving, always exercising good judgment to know whether they are such as have come to stay, or but the passing fad of the season. A conspicuous example of the former sort is the bicycle, the latest burden placed on the back of the poor hardwareman, which has opened up a vista of possibilities and perplexities of which no man is wise enough to see the end.

It must be acknowledged, however, that if the pursuit of wealth through the avenue of a hardware store seems a difficult quest, the hardware dealer of to-day is wonderfully provided with conveniences for the conduct of his business. The swiftest train to carry his letters has been for many years too slow. The flashing telegraph is now all but superseded. Could we look into the offices of our hosts about us we should find them in daily conversation with their hardware friends hundreds of miles away through the ubiquitous telephone. In the cities the stock of every dealer is at the instant call of his neighbors, through this same wonderful agency. It is not beyond the reasonable anticipation of the near future that a requirement of the hardware dealer will be a constant electric communication with both the people of whom he buys and those to whom he sells that shall practically obliterate time and space. It is within the limit of probability that pneumatic tubes, to deliver goods with the swiftness of the wind, may be in the outfit of every enterprising dealer; and appliances now undreamed of will give him facilities now beyond conception.

When speaking of the requirements of the hardwareman of to-day, we may not omit to use the word in the sense of what he should require of others. And, in this connection, I am sure I strike a responsive chord in the hearts of some of my brethren when I venture to hope that the time may be drawing near when better legislation shall protect him

who supplies hardware for buildings, so that he may be less often inveigled into dealing with those whose only capital is wind; who solicit credit on buildings which are at their start mortgaged for three times what they will ever be worth. And, in view of the present idiocy in representative quarters, no gathering of business men should separate without making vigorous protest against the recognition of any standard of money except solid, substantial, inflexible gold.

It is amid the complex requirements of highly civilized communities that the hardware dealer of to-day finds his highest opportunities, his most profitable field. My subject was hardly intended to be broad enough to take in the experiences of our confreres in other lands. Yet, if I may be allowed to digress a little, I should like to say that no one can more fully appreciate the great extent and intricacy of the hardware business of our country than he who has observed the relative importance of this branch to other lines in foreign lands. So far as an interested, though quite superficial, observation of this matter has led me, I am impressed with the belief that in the number, quality and finish of articles considered necessary to the hardware outfit of buildings, our country leads the world. We may see in France exquisite designs, in shape and ornamentation, for the quite external parts of hardware furnishings, like handles and knobs, so fine that our manufacturers, I think, are glad to study and copy them, coupled with quite ordinary butts and locks. It has seemed to me that English hardware was strong and serviceable, but exceedingly plain and inexpensive; and the Germans, so far as I had time to note, had hardly got beyond the stage of making each lock by hand, as the necessity for its use was reached. In all these countries my judgment was that the hardware supply for buildings could form but an insignificant proportion of the general cost, much less than with us, which we think is quite small enough. And the hardware stocks of some of the large establishments in the far east seemed to consist, to a very large extent, of housekeeping devices rather than of hardware for building purposes.

But to return to the problem of the day, the place and the hour. My emphasis of the wide extent and puzzling variety of the hardware dealer's stock will lead you to expect my statement that the peculiar requirements of the hardware dealer of to-day—which will become increasingly pronounced, it seems to me, in the future—are, a practised eye for the merit or demerit of the numberless new things offered, and a correct judgment as to their salability; a just idea as to the intrinsic quality, and an instructed taste as to the styles of goods to be

* Address delivered by Charles A. Burdett, of Boston, at the banquet of the New England Hardware Association.

CARRIER, LAINE & CO.

264½ St. Joseph St., QUEBEC.
145 St. James St., MONTREAL.

— LEVIS, P.Q.

Engineers, Machinists, Boiler Makers, Founders, Ship Builders and General Contractors, Bridge Builders.

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

selected—this from the buyer's standpoint; more than all else, to consider that of the seller—common sense in managing to obtain legitimate profits, undismayed by stories of cuts and competitions which are often but the sharp tricks of buyers; and lastly, a commendable pride in one's calling, founded in the belief that success in so complex a business as ours is in

into communication and fellowship with each other; each receiving from the other what the latter may best supply and giving of its own production that which it best can spare. As members of this great body mercantile, we are bound by the universal laws of fair treatment and honest dealing one with another. Looked at in this broad light, the requirement of the hardware dealer of to-

THE "PERFECT GRIP" RAZOR.

The accompanying cut is an illustration of the "Perfect Grip" razor which M. & L. Samuel, Benjamin & Co., of Toronto, are introducing to the hardware trade in Canada. The feature of this razor, as will be readily seen from the accompanying illustration, is the tang. The length of this tang enables the person shaving to obtain a firmer grip,



itself something to be proud of, seeing that the highest qualities and the severest application are necessary in its pursuit.

But, after all, we are but spokes in the wheel which moves the tremendous engine of general mercantile progress in our country and community. We are but humble instruments, into whose hands are placed the God-given powers of commerce, by which the peoples of the earth are brought

day is not less nor more than of his predecessor of other generations. His memory must be all-comprehensive, his judgment of men unerring, his industry untiring, his enterprise unbounded and undaunted; yet, in his business methods and daily conduct, shall he never find a modern guide that shall supersede the venerable and time-worn, but universal and indispensable Golden Rule!

hence its name. The "Perfect Grip" is said to be highly commended by those who have used it. It can be retailed at \$1.50, or even less, with a good profit.

Speculation is all right in its place, but its place is not giving a man credit, speculating upon his honesty to pay you. There should be no speculation as to whether a man who asks credit is able to meet his obligations.

When
you want

BAR IRON

Try
GUELPH.

You will get —

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

TRADE CHAT.

AMONG the papers read at the annual convention of the Civil Engineers in Toronto this week were: "Pneumatic Power as applied to Workshops," by J. Davis Barnett; "The Storage of Water in Earthen Reservoir," by Samuel Fortier.

A runaway horse, owned by Robertson's Toronto varnish works, ran away and seriously injured itself on Wednesday.

The plant of the St. Thomas Pipe Foundry has been sold to Mr. Gartshore, of Hamilton, and is being shipped to that city.

There is a feeling on the Clyde that the bulk of the shipbuilding orders have now been given out, at least there has been a marked falling off in the inquiries.

The Virden correspondent of The Free Press writes: The growth this year has been phenomenal, although the spring was so late. Crops are further advanced than at this time last year.

There is an unusual amount of battered and cut coin going the rounds in Western Ontario at the present time, and it has become a standing nuisance, as the banks do not care to handle it.

Hon. J. M. Gibson, Ald. Dixon, John Moodie, John W. Sutherland and John Patterson, of Hamilton, are seeking incorporation as the Cataract Power Co., with a capital stock of \$100,000, for the purpose of manufacture and sale or purchase of electric power and other things.

The Galena Oil Co., of Pennsylvania, are erecting a fine building at the corner of Perth and Rice avenues, Toronto, and intend carrying on a branch business in that city. Manager W. W. Ashlum expects to employ from 50 to 100 men, and many families are already moving up to that locality in anticipation of employment.

The Saturday Market Ticket Committees of the St. Thomas Board of Trade and Elgin Mercantile Association met in Mr. J. W. Stewart's office the other night, when a sub-committee was appointed to endeavor to

secure cheap Saturday tickets from the railroads. Supt. Woolatt, of the L. E. & D. R. R. has agreed to issue Saturday tickets from Port Stanley and Glanworth to St. Thomas.

The bylaw to provide \$85,000 for the establishment of sewage interception works at Hamilton was voted on Wednesday and passed. The total vote cast was 693, there being a majority of 97 for the by-law. The court ordered that the sewage nuisance be abated this year, and with the new arrangement the bay will be no longer polluted.

The old stone building on Water street, Pictou, N.S., the property of Mrs. Smith Dawson, for many years occupied by Dawson & Gordon as a hardware store, is being altered to suit the times. The interior is removed; the front will be raised to admit of a modern plate glass front, and the entire building put in modern shape.

The Thompson gold mine at Cow Bay, N.S., which was only located in August last, is panning out in splendid style. Mr. Thompson has had a five-stamp crusher erected at the mine and during last month fifty tons of quartz yielded ninety-two ounces of gold. Mr. Thompson expects during this month to get two hundred ounces of gold from fifty tons of picked quartz.

The Winnipeg Rubber Co. is applying for incorporation, for the purpose of establishing a manufactory in which rubber goods, etc., will be made and sold. The headquarters will be in the city and the capital stock \$5,000. The incorporators are Mr. and Mrs. H. D. Warren, Mr. and Mrs. C. N. Candee, Toronto; A. A. Andrews, Winnipeg. Messrs. Warren and Candee are Toronto manufacturers.

S. Asam, of Tokio, who is at the head of a new Japanese syndicate organized, with \$5,000,000 capital, to start a new line of steamers between the principal ports of Japan and Portland, arrived last week at San Francisco, Cal. Under a law lately passed by the Japanese Diet, a subsidy is to be paid by the Government for all vessels of over

6,000 tons burden. The idea of the company is to have all its vessels of about 9,000 tons. Mr. Asam's visit to the United States is understood to be made in connection with the building of these steamers.

Mr. E. A. Mott, manager for the Cockshutt Plow Co., has returned from a three weeks' tour over the province, having driven a great distance. He states that the country never looked better than it does at present, and the farmers are completely satisfied with the condition of things. While there is not a great deal of money moving in the province, the feeling is good, and a prosperous season is anticipated.—Free Press, Winnipeg.

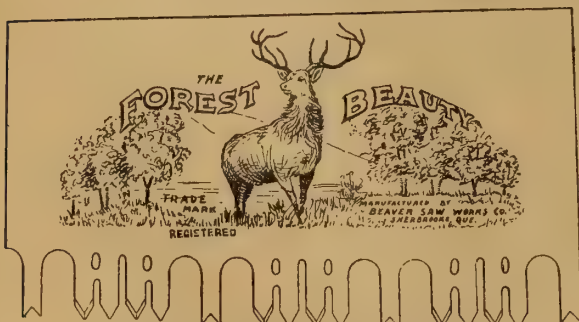
At the sixth convention of the Canadian Electrical Association held in the Council room of the Board of Trade, Toronto, on the 17th, 18th and 19th inst., President Smith stated that since the last meeting there had been a revolution in the field of electrical science, with unlimited possibilities yet to be developed. Apparatus had been discarded as obsolete which a few years ago had been considered colossal. Prosperity and progress were to be noted in all branches of the science. The remarkable increase in numbers of electric railways was not the least remarkable of the current developments. The electric motor was now usurping the functions of the steam locomotive. Ere long they might expect to see it on the main lines of railways.

"There's many a slip
'Twixt the cup and the lip,"
And many a man enterprising
Has failed in his store
'Cause he didn't give more
Attention to his advertising.

—Printers' Ink.

It is better that every young man should be the architect of his own fortune. Trust the work to somebody else and it will be a failure, no matter how clever that somebody else may be. There are some things others can do for us; but hewing out our own destiny is not one of them. The best influential and wise friends can do is to assist us in erecting the superstructure.

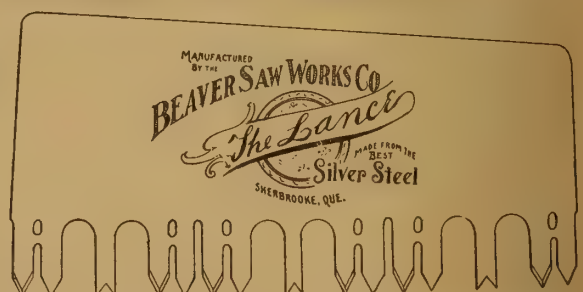
THE BEST AND CHEAPEST CROSS CUT SAWS



Undisputed supremacy in quality,
workmanship and finish.

WRITE FOR PRICES

Canada Webs
Buck Saws
Etc., Etc.



The best saw for the money on the market.

THE BEAVER SAW WORKS CO.

SHERBROOKE, QUE.

CHAINS.



COIL, 7 SIZES

Trace, Halter, Tie-out, Post, Heel and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE

The B. GREENING WIRE CO., Ltd., Hamilton, Canada
EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

"Just a little better than the best"



The First Man in the business world of to-day is the man who has placed his goods on the market faithfully advertised. The position we hold in the manufacture of Bicycles is proof that the **MCCREADY** is all that we claim—just a little better than the best. Send for our handsome catalogue.

The R. A. MCCREADY CO., Ltd.

Temporary Premises { 219-221 Yonge Street,
Cor. Shuter and Yonge Toronto

Largest Sporting Goods House in Canada. Store open till 10 p.m.

When Seconds are Precious

And the filled Fire Pail is in its accustomed place, the incipient fire is as good as extinguished.

EDDY'S Round Bottom Indurated Fibreware Fire Pails cannot be used for ordinary purposes. They must hang on a nail or rest in a rack, and are consequently **always ready when wanted.**

Write us or our agents for prices.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 19, 1896.

HARDWARE.

BUSINESS in general hardware has been of decreased volume during the week, and the market is almost entirely lacking in new features. The election excitement seems to occupy all attention, and even where it does not there is a strong disposition to confine operations strictly to immediate necessities. The natural result is a very narrow trade. Plain and barbed wire continue essentially as they were, and business in cut and wire nails was of small extent. Horse nails and horseshoes are much as they were, and screws and tacks are only asked for in a very small way. The same can be said of brass and copper wire, carriage bolts and iron rivets. Copper rivets were taken to a fair extent, and so was cordage. Binder twine was very dull, also belting, cutlery, sporting goods, green wire cloth, chain, ice cream freezers, clothes wringers, churns, tools. Building paper values continue unsettled, and cement also has an easy tendency, though there is no quotable change.

PLAIN WIRE—A moderate demand for fence wire is noted, orders being strictly confined to small lots. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—The fair demand for barbed wire, both east and west, continues, but the aggregate volume is small. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate

does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent. off 30 days. Rebate of 10c. per keg carload lots.

CUT NAILS—Business in cut nails is quiet, a few jobbing lots only being asked for. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Business in wire nails continues moderate. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with delivery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Demand quiet, and discounts unchanged at 50 per cent.

HORSESHOES—Inactive and unchanged. We quote: Iron, \$3 50, and steel, \$4.75 to \$5.75.

SCREWS—Quiet and dull. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—A few small orders keep coming in for tacks.

BUILDERS' SUPPLIES—Business is dull.

BRASS AND COPPER WIRE—Orders in a small way arrive fairly well. Discounts, 12½ per cent.

CARRIAGE BOLTS—Slow demand with discounts the same, 60 per cent.

IRON RIVETS—Iron rivets are quiet. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—The fair volume of trade in these continues. Discounts, 50 per cent.

BINDER TWINE—Business dull and of less volume than last year. We quote 6¼ to 8¼c. as to brand.

ROPE—The satisfactory demand for cordage from naval storekeepers continues. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—There is a fair demand for belting. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—There is little change in this line, though small orders for the fancy sets are noted.

SPORTING GOODS—Some ammunition is being taken, but in the main demand for all kinds is exceedingly light.

GREEN WIRE CLOTH—Almost motionless, at \$1.50 to \$1.60 per 100 feet.

CHAIN—Dull and nominal.

PLUMBERS' SUPPLIES—Some demand is noted, but only in a small way.

ICE CREAM FREEZERS—A few of these are being taken, and prices are the same, \$1.40 to \$7 as to size, etc.

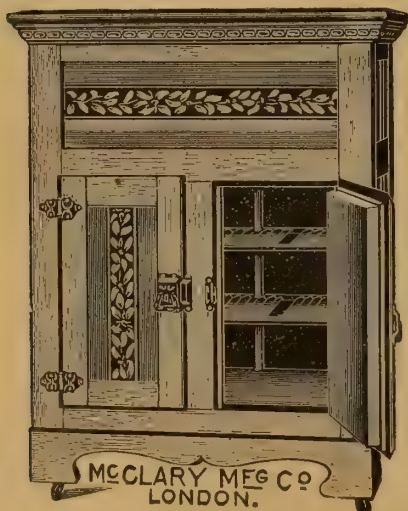
CLOTHES WRINGERS—Demand quiet; at \$26.50 to \$27.

CHURNS—Some of these have been moving out at the same discount, 70 per cent.

TOOLS—Business has continued fairly satisfactory in harvesting and gardening tools.

AXES—Remain quiet and steady. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

BUILDING PAPER—There does not appear to be as much cutting going on, but values are still far from settled. We quote: Plain,



Refrigerators

We are making a first-class line of these goods for this season's trade, modeled after the best American make; hardwood; thoroughly put together and handsomely carved; zinc lined and charcoal sheathed; locks and hinges strong and of unique design; ice racks, and provision shelves strong, serviceable and easily cleaned. The system of circulation, ventilation and insulation ensures a pure, dry cold. Do not place any order until our cuts and prices are seen.

The McClary Mfg. Co.

LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

The Dominion Wire Rope Co.

(LIMITED)

Manufacturers of MONTREAL



For

Hoisting Mining Elevators Guys, etc. Clothes Lines and Semaphore . . . Wires.

(Send for 1896 Catalogue—P. O. Box 2274.)

The Elections

Are sure to please some persons and not others. We have an advantage over the Government inasmuch as our nails always please our customers. For thirty-one years we have had to stand the critical tests of the electors of both parties, with the result that the "C" brand horse nail still holds the Premiership of Canada for quality. Having served our friends well, we ask a continuance of their suffrages.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL

The Peoples Building and Loan Association of LONDON, ONT.

Incorporated

+ +

Authorized Capital, - \$5,000,000
Subscribed Capital, - 1,500,000
Accumulated Capital - 135,000

PERMANENT STOCK.

The first issue of \$100,000.00 of this class of stock has been authorized, and applications for allotment of shares will be received until the 31st of March, 1896. Cost of each share, \$100.00. Shares issued at par. Dividends will be paid semi-annually.

As this issue is limited, intending investors should apply immediately, stating the amount required. The next issue will undoubtedly sell at a premium as was the case with our prepaid stock, which sold at a premium of \$10 per share of \$85 before being retired.

For further particulars and forms of application address:

The Peoples Building and Loan Association
Molson's Bank Buildings, LONDON, ONT.

35 to 40c; tarred lining, 45 to 50c, and do roofing, \$1.40 to \$1.50.

WARE—Business rather duller than last week.

CEMENT—The demand for cement has been exceedingly light, but prices are unchanged at \$1.90 to \$2 for English and \$1.80 to \$1.90 for Belgian.

FIREBRICKS—A fair trade is reported in firebricks, and prices rule steady at \$16 to \$22 per 1,000, as to brand.

METALS.

The heavy iron and metal market has ruled extremely quiet, and there were no noteworthy changes in value or otherwise.

PIG IRON—Without feature, a few lots of Summerlee at \$19 and Carron at \$19.50 being the only sales. No transactions in Nova Scotia were noted, but it is offered freely at 16 50.

BAR IRON—Quiet at the old values: \$1.60 to \$1.65.

HOOPS AND BANDS—A few lots of hoop and band iron were taken on the basis of \$2.25 to \$2.30.

SHEET STEEL—Quiet and nominal at \$2.75 for 8 to 16 gauge.

SHEET IRON—There is no change in this branch and we quote prices \$2.25 to \$2.50, though in some cases more has been asked on the higher gauges.

TINNED IRON—A small jobbing trade is all there is to note on the basis of \$5.75 up to 24 gauge.

LEAD PIPE—Fairly active and steady at 7 to 7 1/2 c., with 30 per cent off.

PIG LEAD—Fair demand and prices steady at \$3.25 to \$3.35.

GALVANIZED IRON—Import business is very light and jobbers also complain that orders are restricted to immediate wants. We quote \$4.25 to \$5 as to grade.

INGOT TIN—Only a few small lots moving at 16 1/2 c.

INGOT COPPER—Steady to firm, though demand is quiet at 12 to 13c.

SHEET COPPER—Continues much the same at 15 1/2 to 16c.

TIN PLATES—There is a firmer feeling in Great Britain, but tin plates are only meeting a slow sale here and prices are unchanged at \$2.65 to \$2.75 for coke and \$3 to 3.25 for charcoal.

IRON PIPE—Continues unchanged, discounts ranging from 55 to 70 and 10 off the list.

CANADA PLATES—There has been a small movement in Canada plates, some round lots ex wharf moving at \$2.10 to \$2.15, as to size of lot, but we quote \$2.15 to \$2.25 in the ordinary way.

TERNE PLATES—There is no alteration in

Wire Solder

DO YOU USE IT ?
I MAKE IT.

Write for Sample and Price.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

ternes, values being firmly held at \$5.75 to \$6.25.

SOLDER—Remains much as it was, at 11½ to 13c.

SHEET ZINC—Continued steadiness is reported abroad, but there is no change here, prices ranging 5 to 5½c.

SPELTER—Firm and unchanged, with demand light at \$4.50 to \$4.75.

ANTIMONY—Much the same at 10c.

GLASS.

Business in window glass continues of a narrow jobbing character, and no change in values is to note. We quote: \$1.30 to \$1.35 for first break, \$1.40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Notwithstanding the interference with trade caused by the election hindrances, the volume of trade in this department keeps fairly good and prices steady to firm. The easing of linseed oil and turpentine last week has induced some demand, and now prices are renewed with a feeling of steadiness.

WHITE LEAD—In active demand with a firm and rather upward tendency. We quote: Choice brands Government standard, \$4.75; No. 1, \$4.50; No. 2, \$4.25; dry white, \$4.50.

RED LEAD—Steady to firm. We quote: Pure, 4c. in casks, and 4¼c. in kegs; No. 1, 3¾c. in casks, and 4c. in kegs.

LIQUID PAINTS—Continue in active demand at listed figures.

PARIS GREEN—A good consumptive demand has set in and better prices are looked for. In the meantime we repeat last week's figures: Casks, 14c.; drums, 14½c., and packets, 15c.

LINSEED OIL—Some good round lots were disposed off at last week's figures, and stock now available being light some improvement is looked for, but we are still able to quote as before: Raw, 51c., and boiled, 54c.; round lots 1c. less.

TURPENTINE—Steadier this week at 40c. in any quantity, less 3 per cent. 30 days.

NAVAL STORES—The firm feeling noted in these last week is maintained. We quote: Resins, \$2.85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4½ to 5½c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

There has been no change in the heavy chemical markets. We quote: Bleaching powder, \$2.50; bicarb. soda, \$2.25 to \$2.35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17½ to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1.50 to \$2; do. roll, \$1.50 to

\$2.20; sulphate of copper, \$4.50 to \$4.75; white sugar of lead, 7½ to 8¼c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

Business quiet and prices the same as last week. We quote as follows: Canadian refined, in car lots, 15½c., 20 barrels, 16c., and smaller quantities, 16½c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20½c. in car lots, and 21½c. in small lots; Pratt's astral, 22½c. in car lots, and 23½c. in small quantities.

HIDES.

Firm at the advance, with a good demand at 4 to 6c., as to grade.

ASHES.

There is no change in ashes. We quote: Firsts, \$3.60 to \$3.65; seconds, \$3.30, and pearls, \$4.80 per 100 lbs.

MARKET NOTES

Linseed oil and turpentine exhibit a much steadier feeling here this week.

The demand for all kinds of heavy iron and metal is strictly confined to immediate wants.

Round lots of Canada plate ex wharf have sold at a shading of 5 to 10c. per box on the figures quoted in market letter.

The cables quote tin plates firmer in Great Britain, but holders on spot show no disposition to take any advantage of the fact.

A Gunther, the chief partner in the firm of Theile & Quack, Elberfeld, Germany, represented in Canada by Lamplough & McNaughton, will pay the Canadian markets a visit during the present month.

J. A. Painchaud, of Painchaud, Squire & Co., St. James street, Montreal, leaves this week on a trip through Quebec and the Maritime Provinces. He expects to be in Halifax and St. John during the course of next week.

Drummond, McCall & Co., Canada Life Building, Montreal, the well-known iron men, who also control the famous Radnor Water, are giving out a unique pocket cork-screw just at present as an ad. for their celebrated water. It is about as neat a little thing as we have seen in a long while.

The Smokeless Powder Co. have just issued a handy little book for sportsmen. The centre of the book is made up of registers for keeping trace of the animals shot during the season. The dates when the different game can be shot are also given, while rules for the formation of an Inanimate Bird Shooting Association are fully given, with a register for scoring the points made at competitions under the association. Within its covers will be found many useful hints for sportsmen.

ONTARIO MARKETS.

TORONTO, June 19, 1896.

HARDWARE.

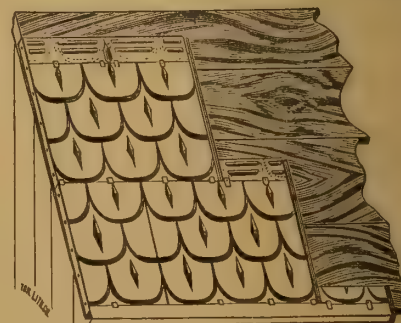
As far as the volume of business is concerned, it appears to be much about the same as a week ago. If there is any change, it is rather toward a larger than a smaller trade. At the same time, the wholesalers are all quite open to transact more business than they are doing at present. Payments on the whole appear to be fairly satisfactory. Business is being fairly well maintained in barb wire. A slightly increased demand is reported for cut nails, but wire nails remain much the same as a week ago. A slight improvement is noted this week in both horseshoes and horse nails. A slightly brisker demand is reported for carriage bolts. Activity is still being maintained in plumbers' supplies. In garden hose there is not as much doing as there was a week ago. A good demand is being experienced for building paper. Poultry netting has awakened from the lethargy of the past few weeks. A better business is being done in both tin and granite ware.

FENCE WIRE—A little more galvanized is being called for, and a few more orders are being received for special hard wire. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The slight increase in the demand noted last week has been maintained. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c.

WE ARE
ALWAYS
ON TOP

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEOLAR METAL ROOFING CO.
OSHAWA, ONT.

extra will be charged Terms: 60 days, or 2 per cent. off 30 days.

CUT NAILS—Orders seem to be coming in a little more freely than they have for some time past. Quite a few have been called for in steel. Base price, \$2.75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—The demand is on a par with that of last week. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67½ per cent.

HORSE NAILS—Trade shows a little improvement this week compared with last, although it is far from being brisk. Discount, 50 per cent.

HORSESHOES—Are also experiencing a little more activity. A number of orders have been received for steel horseshoes. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5.80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77½, and round head, brass, 72½ per cent.

BRASS AND COPPER WIRE—Demand continues fair. Discount, 12½ to 15 per cent.

CARRIAGE BOLTS—More activity is being shown in this line, some good orders having been received during the week, principally for the large sizes. Discount, 60 per cent.

RIVETS AND BURRS—Copper rivets are still in fair movement. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—Business is still quiet. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. These quotations are subject to rebate.

ROPE—Trade is about the same as a week ago. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Business continues fair. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—There is just a moderate sorting up trade being done.

SPORTING GOODS—The demand for powder and shot has improved nicely. Outside of these there is scarcely anything doing.

GREEN WIRE CLOTH—Orders are num-

METAL BUILDING MATERIAL

Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors

Of our well known Patented
and Registered Designs at
very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

erous, but quantities wanted are small. We quote \$1.50 per 100 square feet.

COIL CHAIN—There is virtually nothing doing. Ruling quotations are: Quarter inch, 4¼c.; ¾ inch, \$3.70; ½ inch, \$3.25. Large quantities can be shaded.

PLUMBERS' SUPPLIES—The activity noted a week ago continues, and there has been quite a demand for steel clad baths and brass goods.

ICE CREAM FREEZERS—Are still moving slowly. We quote \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—The demand is light at \$26.50 to \$27.

CHURNS—There is very little to say, trade being much about the same as a week ago. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

TOOLS—Harvest tools are still in fair demand. Draining tools are being enquired after more frequently. Trade is still being maintained in spades and shovels. The demand for garden tools is not as brisk as it was.

GARDEN HOSE—Trade is not as active as it was, especially on city account. We quote: Lion, 70 to 70 and 5 per cent; Competition, 75 to 75 and 5.

BUILDING PAPER—The demand has been good the past week, quite a number of orders for 25 and 50-roll lots having been received. We quote: Plain building, 35c. per roll; tarred lining, 45c.; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—The demand the past week has certainly been better than for some weeks. Stocks, however, are low, and only certain sizes are obtainable in the imported article. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC.—There has been considerable improvement both in tin and granite ware.

METALS

Pig iron is dull and unsettled. Quite an improvement is to be noted in the demand

for sheet steel, and business is better in iron pipe, solder, soil pipe, etc. Galvanized iron is ¼c. per lb. dearer. Galvanized iron pipe is 5 per cent. lower. Ingot copper is 1c. dearer. Canada plates are cabled 5c. lower.

PIG IRON—The market is dull and weak. No transactions are reported, and buyers are holding off for lower prices. There have been two or three representatives of American firms in Toronto the past week, but we hear of no transactions in pig iron.

BAR IRON—While there is a slight change for the better, the idea as to base price is still \$1.55 f.o.b. factory, and \$1.60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—Trade is a little brisker than it was a week ago. We quote \$2.30 to \$2.35, according to quality.

SHEET STEEL—Trade in this line shows considerable improvement, some large sales having been reported, both from stock and for import. We quote: 8 to 16 gauge, \$2.75 per 100 lbs.; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3.25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb.; do. 26 gauge, 4¼c.

BLACK IRON—A better demand is also to be noted in this line. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2.30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2.60.

TINNED IRON—Business is much the same as a week ago. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¼c.; extra large sizes, 6½ to 7½c. per lb.

LEAD PIPE—Trade has improved slightly. We quote: Lead pipe, 7c.; lead waste, 7½c., discount, 30 per cent. off.

PIG LEAD—The improved trade noted last week appears to have been maintained. Prices are unchanged at 3¼ to 3½c.

GALVANIZED IRON—An advance of ¼c. per lb. is announced in this line. The demand is good. We quote Queen's Head or

equal brands : 16 gauge, \$4.50 per 100 lbs ; 17 to 20, \$3.85 ; 22 to 24, \$4.00 to \$4.25 ; 28, \$4.60 Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Sales reported this week are not as large as they were, but business is still fair. Prices are unchanged at 16½ to 18c.

INGOT COPPER—Prices are 1c dearer, and the demand is not as active as it was. We now quote 13c

SHEATHING COPPER—Trade is only fair. Prices have advanced ½ to 1c. per pound; our quotations now being 15 to 17c. for 16-oz.; lighter weights in proportion.

IRON PIPE—Galvanized pipe is about 5c. lower. Trade has been exceptionally good both in black and galvanized. There has also been a better demand for the larger sizes. We quote: English, ¼, 60 and 10 per cent; ⅜ to ½ inch, 67½ per cent.; ¾ to 1¼ inch, 70 per cent; 1¼ to 1½ inch, 70 and 5 per cent; 2-inch, 70 and 10 per cent; Canadian and American, ¼-inch, 67½ per cent.; ⅜ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent; 2 inch, 70 and 10 per cent; galvanized iron pipe, 50 and 5 per cent

RANGE BOILERS—The demand is good. We quote: Domestic, galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., \$22; 35 gal., \$26; 40 gal., \$30; discount off copper boilers, 20 per cent.

CANADA PLATES—A cable announces a decline of 5c. We quote: All dull, 52 sheets, \$2.30; half polished, \$2.45; all bright, \$2.90. Outside a few special sizes shipments from stock are slow. Import orders are still being booked.

TIN PLATES—Trade is a little better this week, several orders having been received. We quote: Charcoal, 1 C, \$5; 1 X, \$6.25; 1 X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes.

SOIL PIPE—The demand continues brisk at the discount of 60 per cent.

TERNE PLATES—There is very little doing, trade having fallen off during the week. We quote: 1 C, \$6.25; 1 X, \$7.50.

SHEET BRASS—The demand is fair at unchanged prices. Discounts, 25 to 33⅓ per cent, according to quantity.

SOLDER—Some large sales are reported, and prices are unchanged. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—Much as before: Imported, ton lots, 4⅝c, and small lots, 4¾c.

SHEET ZINC—Very little doing. We quote 5¼ to 5½c

ANTIMONY—Quiet. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

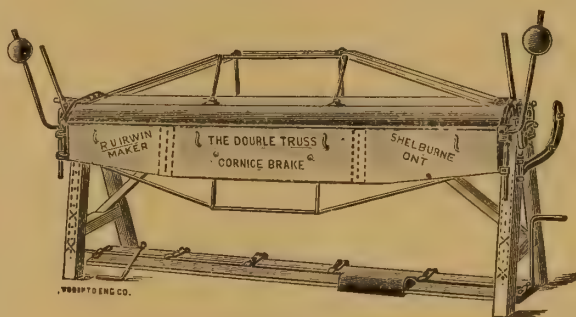
Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

MONTREAL



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

Boeckh's — BRUSHES AND BROOMS



The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St. West Toronto, Ont.

Established 1860.

Incorporated 1895.



Steel Shingles and Brick Siding

QUEENE ANNE.

We make these shingles of three different weights of Steel, galvanized after they are made up, or painted.

Brick Siding, 3 qualities, Ridge Cap, etc., also Metallic Ceiling in a variety of attractive patterns.

THE THOS. DAVIDSON MFG. CO. Ltd.

Write for Prices.

MONTREAL.

GLASS.

Business does not yet exhibit much activity; in fact there is not as much doing as is usual at this time of the year. There is a little more doing than there was. We quote: \$2 20 to \$2 30 for first break, \$2.50 to \$2.90 for third, and \$3 20 for fourth break. For first break in 50-foot boxes we quote \$1 15 to \$1.25.

OLD MATERIAL

The conditions are much the same as a week ago. We quote: Agricultural scrap, 50 to 55½c per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c; No 1 wrought scrap, 50 to 55c. per cwt; No 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c per lb. (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7½ to 8c; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c; scrap lead, 2½c.; zinc, 1¾ to 2c; scrap rubber, 3¼ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c per 100 lbs.

PAINTS AND OILS.

The painting season is now in full blast, and orders, if light, are numerous. It is felt that the demand is quite equal to former seasons, except, perhaps, amongst some of the factories, who have now a splendid excuse for resisting the blandishments of the

traveler, "charm he ever so wisely," that they are not buyers "waiting the result of the elections." White lead still asserts itself as the great staple of the paint and oil trade and the shipments have been steady and of good volume. The stocks of dry white lead purchased some time since on a low basis are about exhausted and higher prices are predicted in the near future. Red lead is slightly easier in the local market, as stocks are now ample for all requirements. Ready mixed paints are going out speedily and are gradually working their way into the painters' hands. Practical men can now see the advantage of "machine-mixed" over "hand-stirred." Paris green is in great request, and prices have stiffened somewhat since our last report for small lots. Dry colors and varnishes, no change. At a meeting of the Linseed Oil and Turpentine Association, held on Friday morning, a reduction of 2c per gallon was made in turpentine and 1c. per gallon in linseed oil.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4 75 to \$5; No 1, \$4.50 to \$4.75; No. 2, \$4 to \$4.25; third grades, \$3 75 to 4; dry white lead in casks, \$4.50.

RED LEAD—We quote: \$4 in casks, \$4 25 in 100-lb. kegs

LIQUID PAINTS—Pure, \$1 to 1.25 per gallon; No. 2 quality, 90c. per gallon

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c; drums, 14 to 14½c; 1-lb. packages, 15½c.; ½-lb. packages, 17c; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c

WHITING—This sells at 6c per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 53c; ditto, 5 to 9 barrels, 52c; boiled, 1 to 4 barrels, 56c; ditto, 5 to 9 barrels, 55c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 41c; 5 to 9 barrels, 40c.; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations.

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In casks, 6½c. per lb and 6¾ to 7c in small lots

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb kegs, \$4 25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c in barrels and 4½c in less quantity.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are firm, with sales of cured at 5¾ to 6c. Dealers pay 5½c. for No. 1, 4½c. for No. 2, 3½c. for No. 3.

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'



Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 30c., and pelts 15c.

WOOL—Trade dull and prices unchanged. New fleece brings 17 to 18c.; rejections, 15c., and unwashed, 11c. Pulled supers are 19½ to 20c., and extras, 21c.

TALLOW—Unchanged at 3¼ to 4c. for rendered.

PETROLEUM.

Trade is fair and prices unchanged. We quote in 1 to 10 bbl. lots, imperial gallon, Toronto: Canadian, 16c.; carbon, safety, 18c.; Canadian water white, 18c.; American water white, 20c.; Pratt's astral, 22c.

MARKET NOTES.

Red lead is 25c per 100 lbs cheaper.

Sheathing copper is from ½ to 1c. per lb. dearer.

Galvanized iron pipe shows a reduction of 5 per cent.

Turpentine is 2c and linseed oil 1c. lower on the Toronto market.

M. & L. Samuel, Benjamin & Co are in receipt of a shipment of harvest mitts, and their stock is now complete in this line.

The Thomas Davidson Co., Ltd, is experiencing a good demand for preserving kettles

M. & L. Samuel, Benjamin & Co.'s ice cream freezers are selling freely this weather. They have taken into stock a further shipment this week.

James Robertson & Co. report an advance of ⅓c per lb. in the price of galvanized iron. A cable to the same firm announced a decline of 5c. in the price of Canada plates

M & L. Samuel, Benjamin & Co. are showing some special values in potato parers, peach parers and cherry stoners. Any of the trade interested in these goods should write at once for quotations.

The contract for supplying the embossed metal ceiling for the Yonge-street fire hall, Toronto, has been awarded to the Metallic Roofing Co. The same firm has also secured the contract for covering the new C P R. elevator at Fort William, with "Owl" brand galvanized iron

M & L. Samuel, Benjamin & Co have in stock a nice line of folding drinking cups, They are made of zinc, and, consequently, will not rust. The price is so low that they will undoubtedly sell well

We are always pleased to note the extension of Canadian manufacturing, especially when it displaces goods of foreign manufacture. We understand that the Gurney Foundry Co., Ltd., have decided to make a leader of "Scientific" stove enamel, and have had their own name lithographed on the tins, which will be an additional guarantee of quality. As anyone can understand, this was not done without thorough testing.

NORTHERN ASSURANCE COMPANY

Established 1836.

OF LONDON.

Capital and Funds, \$36,465,000.

Revenue, \$5,545,000.

Dominion Deposit, \$200,000.

Canadian Branch Office, 1724 Notre Dame St., Montreal.

ROBERT W. TYRE - Manager.

G. E. MOBERLEY, Inspector.

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

*CENTRAL
Business College*

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,
Cor. Gerrard and Yonge Sts.

The Toronto Silver Plate Co.

Manufacturers
of

*Sterling
Silver
And
Electro
Silver
Plate*



No. 1275. Bicycle Cup. \$65.00 list.

Factories and Salesrooms, 570 King St. West

E. G. GOODERHAM,
Manager and Sec.-Treas.

... TORONTO, CANADA

UNITED STATES MARKETS.

NEW YORK, JUNE 19, 1896.

PIG TIN—A reaction in foreign market quotations extinguished what little fire was started here yesterday, and at the close a quiet condition of affairs prevailed. The speculative interest held back, although inclined to await further developments abroad. Heavy shipments from the Straits during the first half of the month also had some effect. The shipments amounted to 2,780 tons, of which 580 tons to the United States, 900 tons to England and 1,300 tons to the Continent. Prices here receded about ten points, 13.50c f.o.b. apparently having been the best rate obtainable for five-ton or larger lots.

COPPER—The mental excitement in this market subsided upon the receipt of London advices of a drop in prices of merchant bars. Consumers, to all accounts, placed very few and only small orders, while export enquiry was hardly up to the late average. The nominal prices were 11¼ to 12c. for Lake Superior ingot, 11½ to 11¾c for electrolytic and 10⅞ to 11¼c. for casting, as to brand.

PIG LEAD—The market remains very dull and is seemingly without redeeming feature. Outside operators are disinclined to invest in the absence of anything like brisk interest among consumers. Common domestic is still quoted at 3c. London cable was £11 for soft Spanish

SPELTER—Small orders, and few of them, come to this quarter, and the market generally is dull. Prices are about steady at 4.05 to 4¼c. for ordinary Western London cable quoted £18 5s. for good merchant brands.

ANTIMONY—The market remains quiet, with prices easy at 7½ to 7¾c. for Cookson's; 6⅝c for Hallett's, and 6½c. for Japanese.

TIN PLATE—A moderate jobbing business, the most of which goes through at old prices, is all that is reported; and the market remains bare of new feature.

IRON AND STEEL—There is no contrast in current business, with the quiet state of trade that has obtained for some time. Dulness is still the prominent feature in nearly all departments, and prices remain without change

The financial statement of the St. John Street Railway Co. presented at the stockholders' meeting, Wednesday of last week, showed a net profit, after providing for interest and all charges, of \$31,789.03. From this, two dividends of 2 per cent. each have been declared, using up \$20,000, and \$5,000 has been put to suspense account and \$6,789.03 to profit and loss. The assets of the company are \$1,023,397.42.

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO. - - TORONTO

THE GLOBE FILE MFG. CO.'S

Mowing Machine Files
Mill Saw Files
Taper Saw Files
Pit Saw Files
Bastard Files

ARE THE BEST

We use nothing but the latest Improved Machinery in our Factory. . . .

Every File Tested and Warranted

Warehouse: MONTREAL

Manufactory: PORT HOPE, ONT.



"Sun Fighters"

Our paints fight off the hot sun and protect the boards of a house from drying and warping. They are **Ready Mixed Paints**, allow a large choice of the best colors, are easily and quickly put on, never disappoint, and last very well indeed. We have been in the business over 50 years and know how to make none better. Look for **Unicorn** trade mark.

A. Ramsay & Son = = Montreal
Sole Manufacturers.

ESTABLISHED 1856

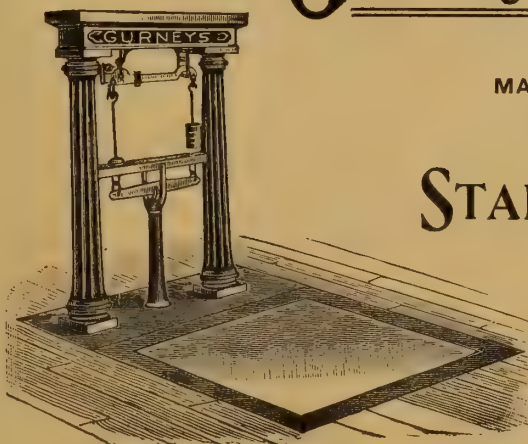
REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS
OF

STANDARD SCALES



Hamilton, Ontario

DRESSING WINDOWS.

THE following remarks on window dressing by a western hardware merchant embody general principles which may be followed in arranging different window displays, and appeared in a recent issue of Iron Age:

Where two windows are at disposal, it is preferable to devote one to house furnishing hardware and the other to tools and shelf hardware, alternating with sporting goods, if such are carried. If the window is large enough, a stove placed inside will look well fully equipped with belongings, even to the oven, leaving the doors of the latter partly open. Such an article will look best placed at an angle to the front of window. In fact, straight lines should be studiously avoided. Another thing to observe is perspective; this forms an important feature in securing a harmonious impression.

Large objects should be placed in the background and smaller fronting them; if the size of articles does not afford the proper elevation, they should be placed on boxes or stands, which are a necessary aid to the dressing of any window. Such should be provided of three or four sizes, say, 12, 16 and 20 inches high by 10 to 14 inches square; no bottom is required, the top may project $\frac{1}{2}$ inch on all sides, and for convenience have an opening in the middle large enough for a hand hold.

It is also well to consider the effect of a bit of coloring here and there; it relieves monotony. If bright tin goods are used, vary the effect with something that is japanned or coppered, or that has a bright label.

Study the background and see that it is not bare. Articles that can be hung up, such as bird cages, lanterns, etc., should be made to serve as a finish to the overhead. For this purpose brackets—nickel-plated, adjustable bird cage brackets—are useful; they can remain attached, always ready when needed. The glass should be kept bright and clear; this greatly heightens the effect. If the window be enclosed by sash at the rear it will keep clean a long time if the outside lights are wiped off two or three times a week.

WHY DO BUSINESS MEN FAIL?

THIS is by no means a difficult question to answer, says American Investments. It is because they are either not making enough profit; are being sapped by excessive expenses; are pulling too much out of their enterprises for personal expenses, or are being robbed. There are many other contributing causes, but these will embrace about the whole category. If a man hasn't brains enough to know what his profits are, or whether he is making over-drafts on his business, it is altogether absurd to expect

him to know whether he is being robbed or not. Some will hire a cheap, one-horse bookkeeper who has just about ability enough to take out the books from the safe and put them back again, and flatter themselves that because they have conformed to the usual standard of the business community and have a bookkeeper they are all right. There are times when cheap help is of the most expensive kind. The genuine man of business wants his yearly statements as regularly as his meals. He wants them all made out with persistent similarity so that he can discern the weak points. It is an absolute fact that a very small percentage of our business men pay the attention to this that they should.

We have a case in mind where a woman investor consulted one of these "business doctors" regarding the continuance in, or withdrawing from, an old and apparently profitable business. A fortune depended upon the decision. The "doctor" had the balance sheets of nearly 30 years; the latest inventory; a detailed schedule of the accounts and notes receivable, and the character and habits of the manager of the business before him for consideration. After due weighing and deliberation he advised his friend to pull out, which advice was reluctantly followed, in view of the age and standing of the company. Within two years the firm was compelled to liquidate under a showing which demonstrated that following the doctor's advice saved her nearly a cool hundred thousand. Whilst not every business man can afford to hire a business doctor continuously, few, if any, there are that cannot afford at least one consultation and prescription.

THE AIM FOR SALESMEN.

I THINK we can take a very good example from the drapers as to the manner in which they introduce and push their goods, writes Fred. G. Rowe in Hardwareman. I think we are a great way behind them in this respect, and we should do well to imitate them. Of course, no salesman would serve customers without asking if there was anything else they required, but when they answer in the negative the salesman often stops there. Now, every salesman, no matter whether he be employer, assistant or apprentice, should make it his aim to sell to each customer something besides what they ask for, and it is surprising how easily this is done in the majority of cases by introducing novelties and seasonable goods. Take, for instance, a farmer who buys a shovel, and who, when asked if there is anything else he requires, replies that there is not. If he were asked if there was anything in the dairy utensil line, or nails of any kind, he is perhaps reminded that there is, and he buys it. The next customer may be a lady, who buys a bath, and when asked

the same question makes the same reply, but if she were asked if there was anything in the brush line or polishing goods, or any seasonable goods, she might be reminded of something, and purchase it.

Coad Bros. have started in the general store business at Oakwood, Ont.

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays

10 cents

to any address on receipt of

HARDWARE AND METAL, Toronto

PORTLAND

CEMENTS

Best English and Belgian Brands

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

W. McNALLY & CO.,
MONTREAL.

Red Japanned and Decorated Outside.
White Enamelled Inside.



LAMPLOUGH & McNAUGHTON, Montreal

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



IRON 2,000 YEARS OLD.

S. T. WELLMAN, the well-known metallurgist, of the Wellman-Seaver Engineering Co., Cleveland, has, according to an exchange, a portion of a round bar of iron—and a few like pieces are held in the United States—that antedates the Christian era by two or three centuries. The iron, which had been originally hammered into plates, and was deeply rusted from age, was found a few years ago by Dr. Karl Humann, in the ruins of the Temple of Artemis Leucophryne at Magnesia, Asia Minor. Dr. Humann sent it to Hallbauer in Germany, and the latter made from a portion of it a memorial tablet. This was presented to Bismarck in April, 1894. It bore this inscription, in German: "For you, Prince Bismarck, the iron chancellor, Hermodogenes forged this iron at Magnesia, 200 B.C. Humann found it in the Temple of Artemis after 2,000 years and sent it to Hallbauer, who gave it the form in which it shall

bear witness that your deeds shall outlive millenia."

At the time of the presentation to Bismarck, Stahl und Eisen gave a photographic reproduction of the plate and an account of the discovery of the iron. The Temple of Artemis, one of the most magnificent of ancient monuments, was rebuilt about 300 B.C., though by some the date is put at 200 B.C.

The metal is described as approximating steel in its composition, though closely akin to malleable iron. It was made at a low temperature and great care was necessary in the forging. It was found rather difficult to roll the pieces that were preserved as relics, these having a diameter of about $\frac{1}{2}$ inch. One analysis showed carbon 0.20 per cent.; phosphorus, 0.016 per cent.; iron, 92.71 per cent. Another gave carbon 0.23 per cent.; phosphorus, 0.0223 per cent.; sulphur, a trace, with no distinguishable amount of manganese or silicon. An analysis in the laboratory of Prof. Ledebur showed 1.01 per cent. of slag, 0.025 per cent. of phosphorus and 0.061 per cent. of carbon.

MANUFACTURING AT NIAGARA FALLS.

It is reported from Niagara Falls that Schoellkopf & Co. have sold their entire plant and power privileges to Morton, Bliss & Co., the New York bankers, for \$4,000,000. Governor Morton is said to be at the head of the banking firm, and it is understood that they will bond the purchase for \$10,000,000. The canal, water and mill privileges were purchased by J. F. Schoellkopf in the eighties for \$76,000. He spent a large amount of money in widening the canal, and a large power house is now being built below the bank to develop 50,000 horse-power in addition to the 50,000 horse-power in use on the canal basin. The company is making preparations to furnish all surrounding cities with power for running factories, and lines are now strung from the Falls to Tonawanda. The work of getting the wires into Buffalo is being rapidly pushed.

PERSONAL MENTION.

Mr. James Peck, of Peck, Benny & Co., Montreal, arrived in Toronto on Thursday.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

THE MATTER OF PROFIT.

THE following was received by a New York hardware firm from an architect in the Western States :

I would be pleased to have your catalogue No. — and price book to go with your— which I already have, and value highly. I will send stamps or whatever is necessary for it. I find your catalogue very useful. I have only recently taken up architecture as a profession, but construction has always been in my line, and I have had occasion to put on a great deal of hardware, though still young. But in this section of the country a "twenty-five cent lock" and a "dollar and a half carpenter" to put it on, seem to answer most every purpose. Last week I let the contract for a small cottage, but retained the "finish hardware" for the owner to furnish. He, however, was very close in his expenditures, so I estimated the finish hardware at sixty dollars for the whole house (of seven rooms), which was less than I would have liked, but the best I could get the owner to agree to.

I consulted my catalogues, and picked out the best locks, etc., I could get for the estimated amount. I found I could spend about \$6 on the front door (aside from hinges), \$4 on the back exterior door, and \$2.50 on each of the interior doors. I chose good locks and plain trim. Front door lock similar to your No.—and interior locks similar to your No.—. The owner wanted to see them, so I took down the numbers and took him to a hardware store where they kept only — goods. I picked out locks to correspond as near as possible to those I had desired, and laid them before my client, pointing out their good qualities, etc. But I was not to have such clear sailing, for, strange to say, and contrary, it seems to me, to all good business sense, the first thing the hardwareman did was to bring out a thirty-cent lock, and told my client how much cheaper a lock like it would come, etc., etc., the one at \$10.50 per dozen, the other at \$3.50 per dozen, and, of course, the first thing my client wanted to know was "Why isn't this lock just as good as that?" To him there was no perceptible difference. The next moment I was bucking the hardwareman again for suggesting to my client that he use a cheaper lock on the back exterior door than on the front door. I intended making the difference in the trim and not in locks. Now, when an architect attempts to educate an owner to the use of better hardware, and then to have a dealer act like that, I say it is disgusting to say the least. And I do not believe he will have another opportunity of serving me that way. As a result I had to spend a good share of a day at another store, taking my client out of those cheap notions and I am in hopes of using — goods yet.

If your agent comes up this month I think I will be able to succeed. I have come to the conclusion that some hardware dealers need to be educated up to this line, as well as some other people.

When an order is cancelled without just reason, he who does so has cancelled the right to be termed an honest man, even though he may say his prayers in high places.

PARIS GREEN

We have it! See that you have it! The bugs will be down upon you in droves and you will miss sales if you don't stock up. Do you want a price? We will quote in 1-lb. boxes, 50 or 100-lb. drums, and we keep only pure stuff.

A. Ramsay & Son, Montreal.

IMPORTATION



IT PAYS enterprising dealers, **BECAUSE** they obtain at factory prices a selection of goods that are not in the hands of all their competitors.

WE ARE THE ONLY INTERMEDIATES

between manufacturer and dealer. Our leading specialties are

Fire Arms, Cutlery, Table and Kitchen Ware

Painchaud, Squire & Co.

European Hardware Manufacturers' Agents. . . **MONTREAL**

N. B.—We also sell goods "DELIVERED MONTREAL DUTY PAID" to save importers high ocean freights, trouble and expense of passing through Customs.



In Union there is Strength



In our . . .

"Union" Hydrant

There is also

Symmetry and Usefulness

If you have not seen them, don't delay longer. The cheapest, simplest, most perfect article of its kind.

Write for Prices . . .

THE YOUNG & BRO. CO., LTD., HAMILTON, ONT.

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

NOVA SCOTIA STEEL CO.

Limited

NEW GLASGOW, N.S.

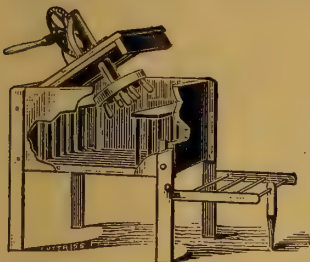
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. ..Montreal

IRON PRODUCTION DECLINING.

THE Iron Age, in its monthly review of the pig iron production, says: The reports from the furnaces, details of which are submitted below, show that the output is declining. This fortunately is accompanied with only a small increase in the stocks, so that apparently output and consumption are getting much closer together.

The weekly capacity of all the furnaces on June 1, compared as follows with that of preceeding periods:

	Furnaces in Blast.	Capacity Per Week. Gross tons.
June 1, 1896	194	182,220
May 1,	196	189,398
April 1,	200	187,451
March 1,	207	189,583
February 1,	215	198,599
January 1,	241	207,481
December 1, 1895	242	216,797
November 1,	239	217,306
October 1,	232	201,414
September 1,	215	194,029
August 1,	200	180,525
July 1,	185	171,194
June 1,	172	157,224
May 1,	171	156,554
April 1,	171	158,132
March 1,	173	156,979
February 1,	179	163,391
January 1,	182	168,414
December 1, 1894	184	168,762
November 1,	181	162,666
October 1,	172	151,135
September 1,	171	151,113
August 1,	135	115,356
July 1,	107	85,950
June 1,	88	62,517

In comparison with previous months the records of the coke and anthracite and charcoal furnaces stand as follows in gross tons:

	Coke and		Charcoal	
	---Anthracite---		---Charcoal---	
	Number in blast.	Capacity per w.k.	Fur'ces in blast.	Capacity per w.k.
June 1, 1896	175	176,749	19	5,471
May 1,	180	184,634	16	4,760
April 1,	180	182,162	20	5,239
March 1,	187	184,104	20	5,179
February 1,	194	192,375	21	5,085
January 1,	218	202,257	23	5,224
December 1, 1895	219	211,565	23	5,232

The position of stocks sold and unsold, as reported to us June 1, was as follows, the same furnaces being represented as in former months:

Stocks.	Jan. 1	Feb. 1.	Mar. 1.	April 1.
Anthracite.....	390,933	454,717	524,180	6,2,189
Coke and Charcoal...	134,684	134,309	135,896	132,425
Totals.....	525,617	589,026	660,076	744,614

BUSINESS AT THE TRAIL SMELTER.

Day by day new improvements are being added to the smelter. Mr. Heinze has been in Trail all of this week and has given an impetus to the work in hand. A new building will be erected at the west end of the lower furnace building, and the coal and flux bins at the east end will change the entire appearance of the structure. The two new reverbatory furnaces will be started up soon, and work on the new 250-ton blast furnace is now begun.—News, Trail Creek, B. C.

H. BOKER & CO.'S

IMPROVED



CUTLERY

Razors,

Pen Knives, Etc.

For sale by

WOOD, VALLANCE & CO., HAMILTON.

Brushes

Have you seen

OUR PRICES

for this season? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street .. MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK, President. EDW. F. RANDOLPH, Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,
Executive Offices · Proprietors.
NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.
THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

WHOLESALE dealers in plumbers' supplies this week note a further improvement in the demand on country account, some good sales having been made, particularly in steel clad baths, range boilers, soil pipe and iron pipe. One traveler who has just returned from a trip through eastern Ontario informs me that his sales exceeded his anticipations, he having done particularly well in range boilers and baths.

The master plumbers also report more satisfactory conditions. "There has been quite an improvement the past week," remarked one master plumber. "Some of the shops are quite busy on out-of-town work. In the city there is scarcely anything doing beyond a little custom work."

Negotiations with a view to securing an agreement between the manufacturers and master plumbers are still pending, and the object has been practically completed, but I am told by both parties interested that it will not be finally consummated till after the convention of the master plumbers has been held in Montreal, as it is proposed to have the matter discussed there.

A meeting of the Master Plumbers' Association of Toronto will be held on Monday evening next.

ASSOCIATION ORGANIZING.

"I do not think," said a master plumber deeply interested in the spreading of associations among his fellow plumbers, "that there will be any more separate associations organized for some time. You see the master plumbers in the large cities already have their associations. The idea now seems to be to get organizations formed by getting the master plumbers of one or two towns to start one between them. Some work has already been done along this line. For instance, St. Thomas, Sarnia and Chatham have affiliated with the London association, while Peterboro', Brampton, Guelph and Toronto Junction desire to affiliate with the Toronto organization."

CONTRACTS, PROSPECTIVE AND AWARDED.

The contract for the plumbing, roofing and sheet metal work for J. Z. Long & Son's new store, St. Thomas, has been awarded to the Stacey Hardware and Manufacturing Co.

There is a proposal on foot to establish a first-class summer hotel at Burlington Beach, the estimated cost of which is \$100,000.

Tenders are being asked by Mr. Geo. Browne for the construction of a large four

storey brick and stone block, 25 x 150 feet, on the north-west corner of Grahame avenue and Main street, opposite the Manitoba Hotel. The foundation is to be of stone with brick superstructure, relieved by stone dressings. The owner is Mr. John Dyke, of England. Downstairs there will be three stores, one fronting on Main street and two small ones on Grahame. The upper part is to be arranged for offices and rooms; good vault accommodation will be provided.—Free Press, Winnipeg.

An \$8,000 residence is to be built on Colony street, Winnipeg, by W. Blackwood.

Permits have been issued in Toronto to E. J. Davis for a dwelling at 194 Berkeley street to cost \$2,000, and to Carroll Bros. for two dwellings at 196-198 Berkeley street to cost \$4,000.

J. Watson, St. Thomas, has taken out a permit to erect a \$3,000 brick store and residence at the corner of Hamilton road and Adelaide street, Hamilton.

The Provident Investment Co. has been granted a permit to erect a two-storey brick stable in rear of stores No. 570 to 584 Yonge street, Toronto, to cost \$1,700.

More dwellings are now in course of erection in Morden, Man., than ever before in one season, and 1896 will see the town greatly improved in this respect.

PLUMBING TRADE CHANGES.

Gladu & Auclair, plumbers, Montreal, have assigned.

D. H. Inwood, plumber, Toronto, is offering to compromise at 40c. on the dollar.

THE APPRENTICESHIP QUESTION.

The following is a report that was submitted and adopted at the recent convention of the National Association of Master Plumbers held in the United States:

Look back upon the rolling past,
That rears its waves in silent tempest and behold;
It fills the mind with many mingled fears,
Fears that the future may unfold.

In carefully considering the past and looking to the future interests of the plumbing business, the Apprenticeship Committee beg the honor of submitting the following report for your consideration.

It is an undisputed fact that many of the evils arising from the present ruinous competition in the plumbing business are due almost entirely to the great number of young men who have partially served an apprenticeship at the trade, and who through the lack of ability are unable to secure employment as journeymen. Unfortunately, it may be truly said that the opportunities to open a shop and secure work are greater in the plumbing business than

almost any other line of trade. These chances are readily grasped by those who through necessity are forced into becoming "would-be master plumbers" and as such are protected by the Baltimore resolutions, the same as are legitimate employers. This places the true master plumber at a disadvantage by having to compete with those having no capital invested.

The supply houses are ever ready to encourage and furnish these men with materials necessary to carry on their business, thus helping them along to the detriment of the legitimate trade. The National Association of Master Plumbers have always realized the vital importance of this question, and have made many unsuccessful attempts to devise some plan leading to a solution of the difficulty. At each convention, committees have been appointed to investigate and to present some plan or proposition for relief. These duties have been faithfully fulfilled and reports conscientiously presented. In nearly every case the reports were either referred back to the local association or to the incoming executive committee, where they remained in a state of innocuous desuetude until the next meeting of the national organization. Then the same ground would be covered, and no progress made.

The local associations have been looking to the National Association for measures of relief, but have been disappointed year after year, owing to the fact that the scope of the committee has never been broad enough to warrant the reception of their report as to the feeling of the trade in general. Your committee deems it not only wise, but prudent, to enlarge their duties, and believes it to be just to the local associations, that every opportunity be afforded the committee to prepare a complete report on this question of great and increasing importance.

To show what can be done, your committee has received from the local association in the city of Minneapolis, a copy of a joint resolution adopted by the Master and Jour-

Campbell Bros. celebrated

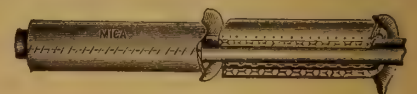
Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N.B.



MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties:

**SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID**

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

**55, 57 and 59 Richmond
Street East . . . Toronto**

neymen Plumbers Association, covering and regulating the employment of apprentices in that city, which report accompanies this.

The Apprenticeship Committee itself, has, in nearly every instance, been composed of members of the association from one city, and necessarily their report would, to some extent, reflect local feeling brought about through local conditions. This may be the reason that reports did not meet with sufficient favor by the delegates to allow the associations to take immediate action, no matter how much the delegates were impressed with the necessity of reaching a determination.

Bearing the foregoing facts in mind, and being desirous of reaching a satisfactory basis within as short a time as possible, your committee respectfully recommends the following proposition for your earnest consideration:

First—To amend Article 11 (eleven) of the constitution, to read: "The Apprenticeship Committee shall consist of five (5) members from different sections of the country, north, south, east, west and the central district. This committee shall have charge of all matter relating to apprentices.

Second—That the president shall secure

copies of apprenticeship regulations in force in the local and state associations, where such exist, and have copies of the same sent to each local connected with the national association.

Third—Each local and state association to take some action in regard to formulating regulations governing apprentices in their immediate localities, and to make a report of the same to the chairman of the Apprenticeship Committee of the national organization.

Fourth—The Apprenticeship Committee to meet prior to the next annual convention in the city where the convention is to be held. At this meeting the reports from the different local and state associations to be considered, and some plan, as nearly as possible in accordance with the desires of the affiliated associations, be prepared and presented to the National Association for consideration.

Fifth—The Apprenticeship Committee to secure all possible data bearing on the effect of trade school graduates on the plumbing business, and suggest a plan of dealing with that class of apprentices.

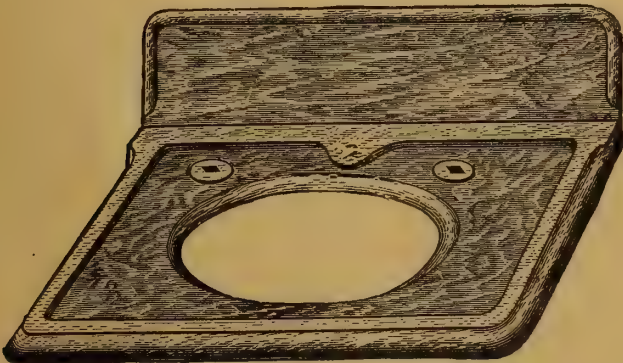
VENTILATING THE NEW YORK POST OFFICE.

A new system of ventilating is being introduced into the general post office in New

York city. The air, according to Sanitary Engineering, will be conducted into the large air chambers in the sub-cellar from four oil shafts extending eight feet above the pavement on Park Row and Broadway. From the air chambers the air will be forced by a blower into another air chamber on the same floor. This chamber is perforated with steam pipes, which will heat the air to any required degree of temperature before it is expelled from the ducts. From the second air chamber a pedestal or flume nearly ten feet square extends through the flooring into the cellar above, and leads up to four big tin ducts which radiate through the cellar above the heads of the army of workers. These ducts in turn have sub-ducts that extend throughout the floor. They have twenty outlets above the distributing boxes. At the end of each outlet is a register which regulates the air supply by simply pressing a lever. The means for expelling the foul atmosphere is by four large brick shafts or wells that enclose iron pipes and extend from the foundations to the roof. Fans propelled by electricity create a circulation and draw the foul air away.

ITALIAN and TENNESSEE Marble Slabs

LAVATORIES



"Macfarlane's" Metallic Enamelled Iron Baths.

Porcelain Enamelled Iron Baths.

"Royal" Porcelain Baths.

"CORBALS BEST BEST" GALVANIZED SHEET IRON.
Guaranteed to double seam with and across the grain.

THE LEADING BRAND

THOMAS ROBERTSON & CO.

MONTREAL

BUSINESS CHANGES.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. B. PEARSON, general merchant, of Victoria, B.C., has assigned with a statement showing assets of about \$35,000 and liabilities of \$50,000. Several Toronto houses are interested, but the principal creditors are in Montreal.

P. M. Lawrason, oils, London, has assigned to A. Robinson.

H. C. Mitchener, general merchant, Edg- ington, has assigned to S. Armstrong.

Joseph Brassard, general merchant, Trem- blay, Que., is offering to compromise.

Joseph R. Thompson, general store and fish, Petit de Grat, N.S., has assigned.

A. B. Dowswell, hardware, stoves, tin- ware, Toronto, has assigned to E. W. Clev- ersley.

A. W. Stevenson, has been appointed curator of the estate of Hurtubise, hardware, Montreal.

R. J. Greenleese, general merchant, Thurso, Que., has compromised at 35c. on the dollar cash.

D. M. Poirier, tinsmith, Montreal, has left the province, and A. Lamarche has been appointed provisional guardian.

A meeting of the creditors of Max David- son, general merchant, Slatington, Que., has been called for the 25th inst.

Geo. Howe, dealer in paints and oils, Ottawa, has assigned to P. Larmouth. The liabilities are about \$14,000 and assets \$12,- 000.

John McArthur, dealer in agricultural im- plements, Renfrew, is in financial difficul- ties, and offers 50 cents on the dollar. His liabilities are \$8,000, and assets \$9,500.

CHANGES.

W. Segal is starting a general store at Mal Bay, Que.

The stock of the stores owned by Josiah Graham at Lambton Mills and Cooksville have been sold by the assignee, Mr. J. P. Langley, to R. W. Elliott, for a lump sum. The estate will probably pay about 55c. or 60c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

H. W. Booth and J. F. Garrow have form- ed a partnership to carry on business in Ot- tawa as grocers, under the style of Booth & Garrow.

A. M. Bell and A. B. Wiswell have regis- tered a partnership in Halifax to carry on business as wholesale and retail hardware merchants under the style of A M Bell & Co.

Frothingham & Workman, wholesale hardware, Montreal, have dissolved. A new partnership has been formed, com- posed of H. Archibald, G. W. Eadie, Rich- ard Archibald and Real Angers; style un- changed.

SALES MADE AND PENDING.

The machinery and plant of the Kingsley Boiler Co, Ltd, St. John, N.B., have been sold.

The general stock, etc., of L. D. Stanley, Lucan, are advertised for sale by auction on the 19th inst.

The general stock of C. Mair, general merchant, Keetowna, B.C., has been sold at 50c. on the dollar.

The general stocks of the estate of D. Daniels, Bracebridge and Burk's Falls, are to be sold by auction on the 24th inst.

The stock, etc., of the estate of Neill & Small, general merchants, Kincardine, are advertised for sale by auction on the 24th inst.

DEATHS.

F. Johnston, grocer, Oheweken, Ont, is dead.

W. Chase, of W. Chase & Co., general merchants, Shuswap, B.C., is dead.

Joseph McNeil, general merchant, Wind- sor, N.S., is dead.

A REMARKABLE PIG IRON.

Since the blowing in of the Embreville furnace, at Embreville, Tenn., on entirely remodeled lines, it has been doing very good work under the management of Guy R. Johnson. The product for the week ending May 21 was 811 tons of 2,300 pounds of iron made on 43 per cent. ore mixture, with 2,427 pounds of coke. Nearly all of this iron (704 tons) was malleable, having an average analysis of 1 per cent. or under in silicon, sulphur 0.02, and phosphorus 0.2 and under. The balance was No 2. foundry iron, which was slightly higher in phos- phorus and silicon. Some recent tests of this iron made on a Riehle testing machine gave remarkable results. The tensile strength of iron remelted in the foundry attached to the furnace ran from 30,000 to 42,000 pounds per square inch, the latter being one of the highest figures ever reached by cast iron. In making these tests the phosphorus and sulphurs remained practi- cally the same, the only variable quantity being the silicon. The analysis of the test bars giving the highest results was silicon 1.60, phosphorus 0.2, and sulphur 0.07.

A firm in Aberdeen recently engaged as office boy a raw country youth. It was part of his duties to attend to the telephone. When first called upon to answer the bell, in reply to the usual query, "Are you there?" he nodded assent. Again the question came, and still again, and each time the boy gave an answering nod. When the question came for the fourth time, however, the boy, losing his temper, roared through the tele- phone: "Man, a' ye blin'?" I've been noddin' me heid aff for t' last hauf oor."— Northwestern Christian Advocate.

Consignments Stored in Bond

And shipped, when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAIKLOCK BROTHERS, MONTREAL**WRIGHT & CO.**

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.**PATENTS**

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "In- ventors Guide" and "What profitable to in- vent." Free. MARION & LABERGE, En- gineers & Experts, 185 St. James St. MONTREAL.

WERTERNIncorporated
1861.**ASSURANCE COMPANY****Fire and Marine**

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,320,000.00
Annual Income -	2,400,000.00

Head Office: TORONTO, ONT.

GEO. A. COX, President. J. J. KENNY, Vice-President
C. C. FOSTER, Secretary.

**Handiest Jack Made.****LOCKS ITSELF**

Made of hardwood, strong and complete.

Prices Down Low.**J. H. CONNOR, Manufacturer, OTTAWA.**

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros.

327 St. James St.,

Genuine White Lead

MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.

Orders respectfully solicited.

Address—

Owen Sound Portland Cement Co.

Or— Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**VanToyl & Fairbank**

Petrolia, Ont.

Headquarters for ..

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



DR. LEAVITT'S

**New Champion
Dehorning Clippers**

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can Patentee,
577 Craig Street, Montreal.



THE
MCLEOD & HENRY CO.
MANUFACTURERS OF
FIRE BRICK
IN ALL ITS BRANCHES - TROY N.Y.

**WANT
ADVERTISEMENTS**

Are inserted in this paper at the rate of two cents per word each insertion, **payable strictly in advance.** Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY

Floor Paint . .

. . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

EDISON'S "FLUORESCENT LAMP."

IN regard to his "fluorescent lamp," Edison had the following to say to a New York reporter the other day: "I have succeeded in solving the problem of the new white light. The lamp is finished, that is, the scientific part, and solves the problem. The remainder is mechanical."

The new light, or "fluorescent lamp," as Edison has named it, is somewhat similar to the incandescent lamp now used everywhere. There is not so perfect a vacuum as in the incandescent lamp. Unlike the electric lamp, the whole globe glows with a pure white light of marvelous illuminating power. The light comes from a metallic crystal known as "tungstate."

"The slightest rubbing of these crystals will make them glow," said Mr. Edison. "I have succeeded in fusing them into the inside of a glass globe by heating the glass until it is soft enough to receive the tungstate crystals, which it holds firmly when it cools. Two wires enter the globe at one end, but do not meet. By means of an induction current, generated in a faradic battery, the molecules of the wires are thrown into motion, and the impulse thus given travels along the wires until it reaches the ends inserted into the globe. This molecule impulse is communicated to the molecules of another within the globe. These air molecules are driven with almost inconceivable rapidity against the crystals of tungstate welded into the inner walls of the glass. The light caused by a single glow of these air molecules is, of course, but slight, but when multiplied thousands of times and the blows are repeated continuously at an enormously rapid rate they produce the new white light.

"The incandescent lamp transforms 95 per cent. of the electrical force into heat and only 5 per cent is turned into light. With my new lamp I absolutely can discover no heat. Not satisfied with one test, and concluding my instruments were at fault, I used other instruments, but with the same result. I am compelled to believe that nearly the whole force used in the new lamp is employed in producing the light. I do not attempt to explain it; I only accept it as a fact.

"The high amount of electricity required in the incandescent lamp to overcome the tremendous loss of electrical energy, and which is turned into heat, is not needed here. This means an astounding cheapness in lighting and a consequent commercial gain. The new lamp will last as long as the globe lasts. There are no expensive films to consider.

"A two-candle tungstate lamp will light three rooms as well as a sixteen-candle power incandescent light. It is a pure white light—the whitest light known."

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

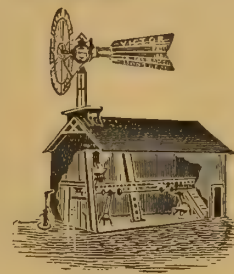


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

**WIND..
MILLS**

House and all other kinds
of Pumps, Pump Cylinders
for deep bored wells.

Manufactured by

**THE NATIONAL
PUMP WORKS**

Send for prices. Montreal

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL Pig IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

BLACKSMITHS' TOOLS.**"JARDINE"****Tire Upsetters**

There is probably more grumbling at the average tire upsetter, by the average blacksmith, than at all other tools combined. Our upsetter does what is claimed for it and knocks the grumbler out. This is worth money both to the merchant and his customer.

A. B. JARDINE & Co.

HESPELER, ONT.



WADE & BUTCHER,
SHEFFIELD, ENGLAND.

OR



OR



FOR SALE BY ALL DEALERS IN HARDWARE, CUTLERY and FANCY GOODS



JAMES HUTTON & CO., Agents,

Montreal

CURRENT MARKET QUOTATIONS

TORONTO, June 19, 1896.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb. ingots, per lb.	0 17	0 17½
Straits	0 17	0 17½

Tin Plates.

Charcoal Plates—Bright.

M.L.S., equal to Bradley.	Per box.	
I.C., usual sizes	\$5 00	
I.X. "	6 25	
I.X.X. "	7 50	

J. R. & Co.—

I.C. "	5 00	
I.X. "	6 25	
I.X.X. "	7 50	

Raven & P. D. Grades—

I.C., usual sizes	3 75	4 00
I.X. "	4 75	5 00
I.X.X. "	5 75	6 00
I.X.X.X. "	6 75	7 00
D.C., 12½x17	3 50	3 75
" X. "	4 50	4 75
D.X.X. "	5 75	6 00

NOTE.—Other brands might be shaded by 25c per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	2 90	3
I.C., special sizes	3 15	3

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	6 25	
I.X., Terne Tin	7 50	
I.X., Orion	7 50	

Charcoal Tin Boiler Plates.

Cookley Grade—		
X.X., 14x56, 50 sheet bxs }	0 06	0 06½
" 14x60, " }		
" 14x65, " }		

Tinned Sheets.

72x30 up to 24 gauge	0 06	0 06
26 "	0 06½	
28 "	0 07½	0 07½
Allandale, I.C.	2 90	3 00
" I.X.	3 65	3 75

Iron and Steel.

Common Bar, per 100 lbs	Base Price,	1 70
Refined "	2 35	2 65
Horse Shoe "	2 60	2 75
Band "	2 30	2 30
Hoop "	2 30	2 30
Swedish "	4 00	4 25
Sleigh Shoe Steel "	2 50	2 50
Tire Steel "	2 75	3 00
Machinery "	0 10	0 11
Cast Steel, per lb.	0 10½	0 14
Russian Sheet, per lb.	2 00	2 25
Tank Plates, 1-5 and thicker.	4 50	5 00
Boiler Rivets		

Boiler Tubes.

2-inch	0 10½	
3-inch	0 13½	

Steel Boiler Plate.

¼ inch	2 45	
½ "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

18 to 20 gauge	2 40	2 50
22 to 24 "	2 25	2 35
26 "	2 35	2 45
28 "	2 50	2 65

Canada Plates.

All dull, 52 sheets	2 30	
Half polished "	2 45	
All bright	2 90	

Iron Pipe.

Wrought, ¼, ⅜, ½, ¾ p.c.; ¾ to 1 in. 70 p.c.; 1½ to 1½ in., 70 and 5 p.c.; 2 to 2½ in., 70 and 5 p.c.		
Galvanized, 50 and 5 p.c.		
Cast, soil, 2, 3, 4 and 5 in., 60 p.c.		

Galvanized Iron.

Queen's Head or equal grades: Per 100 lbs.		
16 gauge	4 50	
17 to 20 gauge	3 85	
22 to 24 "	4 00	
26 "	4 25	
28 "	4 50	

NOTE.—Cheaper grades about ¼ cent per pound less.

Chain.

Proof Coil, 3-16 in., per 100 lbs	6 00	
" 1½ " "	4 75	
" 5-16 " "	4 00	
" ¾ " "	3 75	
" 1 " "	3 35	
" 1½ " "	3 25	
" 2 " "	2 95	
" 2½ " "	2 85	
" 3 " "	2 75	
Trace, per doz. pairs	3 60	5 90
German coil, per 100 ft.	1 65	2 70
Jack chain, iron, single, per doz. yards	0 13	0 50
Jack chain, double, per doz. yards	0 15	....
Jack chain, brass, single, per doz. yards	0 20	10

Copper.

Ingot		
English B. S., ton lots	0 13	
Lake Superior	0 11½	0 12

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. round and square 1 to 2 inches	0 20	0 22
" 1 to 2 inches	0 18	0 19

NOTE.—Complete, lengths about 15 feet from 3 to 5 cents a pound.

Sheet.

Untinned, 14 oz., and light, 16 oz., 14x48 and 14x60	0 14½	0 15
Untinned, 14 oz., and light, 16 oz., irregular sizes	0 15	0 16½

NOTE.—Extra for tinning, 2 cents per pound, and tinning and half planishing 3 cents per pound.

Planished and tinned, 14x48 and 14x60	0 26	0 27
---	------	------

Braziers. (In sheets.)

4x6 ft. 25 to 30 lbs. ea., per lb.	0 16	0 17
" 35 to 45 "	0 15	0 15½
" 50 lb. and above, "	0 14½	0 15

Boiler and T. K. Pitts.

Plain Tinned, per lb	0 21	
Spun, per lb.	0 25	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 23	0 26
From 20 gauge up	0 26	0 28

Brass.

Roll & Sheet, 14 to 26 gauge	0 20	0 22
" 27 to 30 "	0 21	0 23
" 30 and up	23	26
Sheets, hard-rolled, 2x4 ft.	0 21	0 23

Zinc Spelter.

Foreign, per lb	0 04½	0 04½
Domestic "	0 03¾	0 04

Zinc Sheet.

5 cwt. casks	0 04½	
Part casks	0 05	

Lead.

Imported Pig, per lb	0 03¾	0 03¾
Domestic, per lb	0 03	0 03
Bar, 1 lb.	0 04½	0 04½
Sheets, 2½ lbs. sq. ft., by roll.	0 04½	0 04½
Sheets, 3 to 6 lbs., per sq. ft., by roll.	0 04½	0 04½

NOTE.—Cut sheets ½ cent per lb. extra. Pipe, by the roll, usual weights per yard, lists at 7 cents per lb. and 30 per cent. discount.

NOTE.—Cut lengths, net price, waste pipe, in 8-ft. lengths, lists at 7½ cents.

Solder.

Per lb. Pe		
Bar half-and-half	0 12½	0 13
Standard	0 11½	0 12
Wire	0 17	0 19

NOTE.—Prices of this graded according to quality. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb	0 09	
Other makes, per lb.	0 08	

Anti-Friction Metal.

Per lb.		
"Beaver" brand	\$0 20	

White Lead.

Per cwt.		
Pure, Assoc. guarantee, ground in oil, 25 lb. irons	\$4 75	5 00
No. 1 do	4 50	
No. 2 do	4 25	
No. 3 do	4 00	
Brandram Bros' Genuine	6 00	
" Decorative	5 75	
" No. 1	5 10	
(f.o.b. Halifax, St. John, Montreal, Toronto)	5 75	
James' genuine	5 75	
No.	5 25	

Prepared Paints

(In ¼, ½ and 1 gallon tins.)		
Pure, per gallon	1 00	1 25
Golden Ochre	0 90	
Second qualities, per gallon	0 70	0 90
Barn (in bbls.)	0 70	0 90
Sherwin-Williams	1 20	

Colors in Oil.

(25 lb. tins, Standard Quality.)		
Venetian Red, per lb	0 07	
Chrom Yellow	0 11	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 19	

Colors, Dry.

Yellow Ochre (J. C.) bbls. per cwt	1 35	1 40
Yellow Ochre (J.F.L.S.), bbls. per cwt	2 75	
Yellow Ochre (Royal), per cwt	1 10	1 15
Venetian Red (best), per cwt.	1 80	1 90
English Oxides, per cwt.	3 00	3 25
American Oxides, per cwt.	1 75	1 90
Canadian Oxides, per cwt.	1 75	1 90
Paris Green, per lb		
Burnt Sienna, pure, per lb.	0 10	
do. "Umber"	0 10	
do. "	0 09	
Drop Black, pure	0 09	
Chrome Yellows, pure	0 18	
Chrome Greens, pure, per lb.	0 12	
Golden Ochre	0 03¾	

Varnishes.

(In bbls.)		
No. 1 Furniture, per gal	0 69	
Extra "	0 90	
Brown Japan "	0 65	
Brown Japan, Turpentine, p.g.	0 85	
No. 1 Carriage, per gal	1 30	
Gold Size Japan,	1 00	
Pure Orange Shellac	2 10	2 15
Hard Oil Finish	1 30	
Oil Shellac	1 40	
White Shellac	2 40	

Linseed Oil.

Raw, per gal	0 53	0 5
Boiled, per gal	0 56	0 5
Freight allowed. Price 2c. less Toronto		

Turpentine.

5 to 9 barrels	0 42	
1 to 4 "	0 43	
Freight allowed. Price 3c. less Toronto		

Castor Oil.

In cases, per lb	0 06½	0 06½
Small lots	0 06½	0 07

Cod Oil

Cod Oil, per gal	0 50	0 51
------------------------	------	------

Glue.

(In bbls.)		
Common	0 07¾	0 08
French Medal	0 10	0 10½
Cabinet, sheet	0 11	0 12
White, extra	0 16	0 18
Gelatine	0 20	0 30
Strip	0 16	0 18
Coopers	0 19	0 20
Al clear	0 09	
Liquid Glue—F. LePage's, discount 20 to 25 per cent off list; Munn's, discount 25 to 30 per cent. off list.		

HARDWARE.

Ammunition.

Cartridges.		
B. B. Caps, Dom., 50 and 5 per cent.		
Rim Fire Pistol, dis. 45 p. c., Amer.		
Rim Fire Cartridges, Dom., 50 and 5 p. c.		
Rim Fire, Military, net list, Amer.		
Central Fire Pistol and Rifle, 18 per cent. Amer.		
Central Fire Cartridges, pistol sizes, Dom 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dom., 15 and 5 per cent.		
Central Fire, Military and Sporting, Amer., net list. B. B. Caps, discount 45 per cent., Amer.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent.		
Shot.		
Canadian, common, 17½ per cent.		
Brass Shot Shells, 55 and 10 per cent.		
Primers, Dom., 30 per cent.		

Wads.—Baldwin's

per lb		
Best thick white felt wadding, in ½-lb bags	1 00	
Best thick brown or grey felt wads, in ½ lb. bags	0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 99	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Best thick white card wads, in boxes of 500 each, 8 gauge	0 55	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Thin card wads, in boxes of 1,000 each, 8 gauge	0	

screw, pe gross,..... 1 30

KNIVES.			PLANE IRONS.			SCRAPERS.			Swedes, upholsterers', American (1 to 6 oz.)		
Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.			English, per doz.....	2 00	5	Box, per doz.....	2 10	4 50	Swedes, upholsterers', American (8 to 24 oz.)	66 3/4	35
Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent.			PLIERS AND NIPPERS.			SCREENS.			Swedes, carpet, gimp, lace brush, blue and tinned.....	40	40
Lightning, per doz.....	6 50	8 40	Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.			Window, patent, per doz.....	3 50	4 50	Zinc tacks.....	35	35
Heath's, 52 1/2 p.c.			Button's Imitation, per doz.....	5 00	9 00	Door, per doz.....	8 75	9 00	Copper tacks and nails.....	60	60
LADLES.			German, per doz.....	0 60	2 60	SCREW DRIVERS.			Leather carpet tacks.....	65	65
Melting, per doz.....	1 70	4 50	PLUMBS AND LEVELS.			Sargent's, per doz.....	0 65	4 00	Clout nails.....	66 3/4	66 3/4
LEMON SQUEEZERS.			R. & L. Co., dis. 70 and 10 p.c.			SCREWS.			Cigar box nails.....	45	45
Porcelain lined, per doz.....	2 20	5 60	POPPERS.			Wood, F. H., iron, and steel, dis. 80 p.c.			Lining nails in papers.....	10	10
Galvanized, ".....	1 87	3 85	Corn, square, per doz.....	1 35	2 00	" R. H., " dis. 75 p.c.			" " in bulk.....	15	15
King, wood, ".....	2 75	2 90	PRUNING SHEARS.			" F. H., brass, dis. 77 1/2 p.c.			" " solid heads, in bulk.....	42 1/2	42 1/2
" glass, ".....	4 00	4 50	Per doz.....	4 00	5 50	" R. H., " dis. 72 1/2 p.c.			Saddle nails in papers.....	10	10
All glass, ".....	1 20	1 30	PULLEYS.			Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.			Tinned capped trunk nails.....	15	15
LINES.			Hothouse, per doz.....	0 55	1 00	Bench, wood, per doz.....	3 25	4 00	Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.	90	90
Fish, per gross.....	1 05	2 50	Axle ".....	0 22	0 33	iron, ".....	4 25	5 75	TAPE LINES.		
Chalk, ".....	1 90	7 40	Screw ".....	0 27	1 00	SCYTHES.			English, ass skin, per doz.....	2 75	5 00
LOCKS.			Awning.....	0 35	2 50	Discount, 60 p.c. revised list.			English, Patent Leather.....	5 50	9 75
Canadian, dis. 50 p.c.			PUMPS.			SCYTHE SNATHS.			Chesterman's, each.....	0 90	2 85
Russell & Erwin, per doz.....	2 90	7 50	Rumsey or Canadian cistern, 60 to 60 and 5 per cent.			Canadian, dis. 40 to 45 p.c.			" steel, each.....	0 80	8 00
Cabinet, ".....			Pitcher spout, 70 to 70 and 5 p.c.			SHEARS.			THERMOMETERS.		
Eagle, dis. 40 to 42 1/2 p.c.			Canadian cistern, 60 to 62 1/2 p.c. from factory.			B. & W., jappaned, dis. 75 p.c.			Tin case and dairy, dis. 75 to 75 and 10 p.c.		
Padlock, ".....			Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.			B. & W., N.P., dis. 65 p.c.			THIMBLES.		
English and Am., per doz.....	0 50	6 00	PUNCHES.			Etna, dis. 75 to 75 and 10 p.c.			Asbestos, filled, per doz., 35 to 40 p.c.		
Scandinavian, ".....	1 00	2 40	Saddlers', per doz.....	1 00	1 85	Heinisch, dis. 60 p.c.			TIES.		
Eagle, dis. 15 to 17 1/2 p.c.			Conductors', ".....	9 00	15 00	Bristol, jappaned, 80 p.c.			Cow, per doz.....	1 25	2 50
MALLETS.			Tinners' solid, per set.....	0 00	0 72	" N.P., dis. 70 p.c.			TINNERS' TOOLS.		
Tinsmiths', per doz.....	1 25	1 50	" hollow, per inch.....	0 00	1 00	Claus, full nickel, 80 p.c.			P. S. & W., net list.		
Carpenters', hickory, per doz.....	1 25	3 75	PUTTY.			" jappaned handles, 67 1/2 p.c. off.			Canadian, 35 to 37 1/2 per cent.		
Lignum Vitae, per doz.....	3 85	5 00	Bladder, per lb.....	0 17 1/2		Seymour or Heinisch tailor shears, 15 p.c.			TINWARE.		
Caulking, each.....	1 60	2 00	Tins, lbs.....	2 50	2 75	SHEAVES.			Stamped, dis., Assn. list, 80 per cent		
MATTOCKS.			RAIL.			Sliding door, per set.....	0 77	1 40	Jappaned, prices on application.		
Canadian, per doz.....	8 50	10 00	Barn door, per foot.....	0 03	0 03 1/2	SHOVELS AND SPADES.			Pieced, prices on application.		
MEAT CUTTERS.			Sliding door, ".....	0 03 1/2	0 03 1/2	Canadian, dis. 42 1/2 p.c. special brands net price.			TRANSOM LIFTERS.		
Enterprise, American, dis. 25 p.c.			Lanes, ".....	0 03 1/2	0 03 1/2	SIEVES.			Payson's, per doz.....	2 60	
MINCING KNIVES.			RAKES.			Wood rim, black, per doz.....	1 05	1 10	TRAPS. (Steel.)		
American, per doz.....	0 42	2 35	Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.			tinned, ".....	1 25	1 35	Game, Newhouse, dis. 33 1/2 to 35 p.c.		
MOLASSES GATES.			Wood, 25 per cent.			Tin rim, per doz.....	2 30	2 45	Game, H. & N., P. S. & W., 62 to 60.10.		
Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.			RAZORS.			black, ".....	1 80	2 25	Game, steel, 70 to 70 and 5 p.c.		
NAILS.			Geo. Butler & Co.'s, per doz.....	8 00	18 00	SNAPS.			Mouse, per doz.....	0 35	1 50
Cut Nails (Iron)—			Boker's, ".....	7 50	11 00	Harness, German, dis. 35 to 37 1/2 p.c.			Rat, per doz.....	1 40	6 00
1. Either Canada or American pattern—			Wade & Butcher's, ".....	3 60	10 00	Acme ".....	3 00	5 00	TROWELS.		
Basis—50 to 60 dy.....	2 75		Arbenz's, ".....	9 00	18 00	Lock, Andrews'.....	4 50	11 50	Diston's, discount 10 per cent.		
40 dy.....	2 80		Theile & Quack's ".....	7 00	12 00	SOLDERING IRONS.			German, per doz.....	4 75	9 00
30 dy.....	2 85		RAZOR STROPS.			Per lb.....	0 00	0 24	Brade's ".....	5 00	10 50
20, 16, and 12 dy.....	2 90		Currier's, per doz.....	1 25	3 60	WROUGHT SPIKES.			D. & S., discount 35 per cent.		
10 dy.....	2 95		RIVETS AND BURRS.			Discount, 20 per cent.			TRIERS.		
8 and 9 dy.....	3 00		4 mos. or 3 per cent. cash 30 days			SPOKE SHAVES.			Butter, per doz.....	6 25	9 00
6 and 7 dy.....	3 15		Copper rivets, dis. 50 per cent.			Wood, English.....	1 8	5 00	TWINES.		
2. American pattern only—			Iron " dis. 55 and 10 per cent.			Iron, American.....	1 35	2 35	Bag, Russian, per lb.....	0 21	
From 4 to 5 dy.....	3 35		Tinned and black rivets, 55 per cent.			SPOONS AND FORKS.			Wrapping, mottled, per pack.....	0 50	0 60
3 dy (lath).....	3 75		Burrs, iron or steel, 50 and 10 per cent.			Tea spoons, per gross.....	7 50	12 00	Wrapping, cotton, per lb.....	0 17	0 18
3. Canada pattern only—			Terms, 4 mos. or 3 per cent. cash 30 days.			Dessert, ".....	21 00	00 00	Mattress, per lb.....	0 33	0 45
From 4 to 5 dy.....	3 25		RIVET SETS.			Table, ".....	30 00	30 00	Staging, ".....	0 27	0 35
3 dy (lath).....	3 65		Canadian, dis. 30, 35 per cent.			Dessert Forks, ".....	24 00	00 00	Broom, ".....	0 30	0 55
3 dy, A.P. fine.....	4 35		ROPE.			Medium ".....	27 00	00 00	VISES.		
Car lots 10c. less. Rebate of 5 per cent. to retailers.			Sisal.....			Table ".....	36 00	00 00	Hand, per doz.....	4 00	6 00
NAIL PULLERS.			Manilla.....			SQUARES.			Bench, parallel, each.....	2 00	4 50
Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.			7-16 in. and larger, per lb. 6 3/4	00	9	Iron, per doz.....	1 65	2 90	Coach, each.....	6 00	7 00
Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more			3/4, 5-16, 3/8 in.....	7 1/4	00 9/2	Steel, dis. 65 to 65 and 10.			Peter Wright's, per b.....	0 12	0 13
Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.			Cotton.....	15	17	Try and bevel, dis. 50 to 52 1/2 p.c.			Pipe, each.....	5 50	9 00
NAIL SETS.			Russia Deep Sea.....	00	13	STAPLES.			Saw, per doz.....	6 50	13 00
German and American.....	1 85	3 50	Jute.....	6 3/4	7 1/2	Fence, galvanized.....	0 03 1/2		WASHER CUTTERS.		
NAIL SETS.			RULES.			Wrought iron, dis. 80 and 5 to 80 and 10 p.c.			Per doz.....	4 00	8 50
Square, round, and octagon, per gross.....	3 38	4 00	Boxwood, dis. 80 and 5 to 10 p.c.			American, dis. 25 p.c.			Washers " Iron, " 40 per cent., 4 months or 3 per cent.		
Diamond.....	12 00	15 00	Ivory, dis. 37 1/2 to 40 p.c.			STOVE POLISH			WELL WHEELS.		
NETTING.			SAD IRONS.			gross. 1/4 gross. doz.			Amer., per doz., 8, 10 and 12 inch.....	3 38	6 00
Poultry, 65 and 10 to 70 per cent.			Mrs. Potts, per set.....	0 65	1 00	Scientific Stove Pipe.....	9 00	2 50	WIRE.		
OIL.			" N.P., per set.....	0 00	1 90	Varnish.....			Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.		
Canada refined oil (Toronto).....	0 16	0 16 1/2	SAD HEATERS.			Scientific Stove Paste (5 lb pails) 60c. each.....		6 00	Copper Wire, 10 per cent. rev. list discount.		
Carbon safety ".....	0 18	0 00	Dome, Shepard's, per doz.....	4 75	5 00	Scientific Furniture.....	12 00	1 25	Annealed, annealed and oiled, galvanized 20 per cent. discount.		
Canada w. w. ".....	0 00	0 21	SAND AND EMERY PAPER.			Polish.....			[In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]		
American w. w. ".....	0 00	0 21	B. & A. sand, 40 and 5 to 45 per cent.			Scientific Carriage Top.....		2 00	Bright, coppered steel and spring, 20 p.c.		
Pratt's Astal.....	0 00	0 22	Emery, per quire.....	0 55	0 90	Dressing, 1/2 pints.....		3 50	F.o.b. Montreal, Toronto or Hamilton.		
OILERS.			SASH CORD.			Scientific Carriage Top.....		1 50	Broom Wire, per lb.....	0 05 1/2	0 06
McClary's galvan. iron oil can, with pump, per doz.....	0 00	19 50	Per lb.....	0 22	0 50	Dressing, pints.....		7 50	Clothes Line Wire, 19 gauge, per doz. coils.....		3 95
Zinc and tin, dis. 50, 50 and 10.			SASH LOCKS.			Scientific Enamel Paints.....		1 50	WIRE FENCING.		
Copper, per doz.....	1 25	3 50	Triumph and Morris, dis. 37 1/2, 40 per cent.			Scientific Stove Enamel.....	7 50	2 00	Galvanized, 2 barb, 2 1/2 and 5 inches apart.....	3 00	
Brass, ".....	1 50	3 50	Kempshell's, dis. 40, 62 1/2 per cent.			STONE.			Galvanized, 4 barb, 4 and 6 inches apart.....	3 00	
Malleable, dis. 25 per cent.			Canadian, dis. 45, 50 per cent.			Washita, per lb.....	0 28	0 50	Galvanized, plain twist, all delv'd.....	3 00	
PAISLS.			SASH "LIGHTS.			Hindustan, ".....	0 06	0 07	Plain twist.....	3 00	
Galvanized, per doz.....	2 25	3 30	Sectional, per 100 lbs.....	1 40	1 50	" slips, per lb.....	0 09	0 09	Steel Staples.....	0 90	3 00
PENCILS.			SAWS.			Labrador, ".....	0 00	0 13	Terms, 60 days, or 2 per cent. in 30 days		
Dixon's, per gross.....	1 00	4 25	Crosscut, McMillan & Haynes, per dozen.....	0 40	0 70	Axe, ".....	0 00	0 15	Freight prepaid of 1,000 lbs. or over.		
" Carpenter.....	2 25	3 60	" Empire, McMillan & Haynes, per ft.....	0 00	0 70	Turkey ".....	0 00	0 50	WIRE CLOTH.		
PICKS.			Hand, Diston's, dis. 12 1/2 to 15 p.c.			Arkansas ".....	0 00	1 50	Ordinary, discount 25 per cent.		
Per doz.....	6 00	9 00	S. & D., 40 to 40 and 10 per cent.			Water-of-Ayr ".....	0 00	0 10	Painted Screen, per 100 sq. ft. 1 50		
PICTURE NAILS.			Crosscut, Diston's, per ft.....	0 35	0 55	Scythe, per gross.....	3 50	5 00	WRENCHES.		
Porcelain head, per gross.....	1 65	3 00	S. & D., dis. 35 p.c. on Nos. 2 and 3.			Grind. per ton.....	15 00	18 00	Acme, 35 to 37 1/2 per cent.		
Brass head, ".....	0 40	1 00	Hack, complete, each.....	0 75	2 75	TACKS, BRADS, ETC.			Agricultural, 70 and 10 to 75 per cent.		
PLANES.			frame only.....	0 00	0 75	Cheese-box tacks, blue.....	66 3/4		Standard, dis. 60, 60 and 10 per cent.		
Wood, bench, Canadian dis. 55 per cent., American dis. 55.			SAW SETS.			Trunk tacks, black.....	60		Coe's Genuine, dis. 32 1/2 to 35 per cent.		
Wood, fancy Canadian or American, 37 1/2 to 40 per cent.			" Lincoln, McMillan & Haynes, per doz.....	0 00	7 50	" tinned.....	66 3/4		Diamond, dis. 33 1/2 to 35 per cent.		
Bailey's (Stan. R. & L. Co.), 50 per cent.			Whiting.....	6 87	7 00	B.B.B. iron carpet, blue.....	60		Towers Engine each.....	2 00	3 00
Miscellaneous, dis. 25 per cent.			SCALES.			B.B.B. iron carpet, bright or blue (in kegs).....	30		" S., per doz.....	5 80	7 00
Bailey's Victor, 25 per cent.			Gurney Scales, 50 p.c.			B.B.B. iron cut tacks (in bulk).....	40		G. & K.'s Pipe, per doz.....	6 00	
			B. S. & M. Scales, 50 p.c.			" (in dozens, 1 to 6 oz.).....	45		Burrell's Pipe, each.....	3 40	
			Champion, 60 per cent.			" (in dozens, 8 to 24 oz.).....	30		Pocket, per doz.....	1 25	
						" 1/4 weights.....	45				
						" tinned.....	45				
						Swedes, cut tacks, genuine, blue and tinned.....	52 1/2				
						Swedes, upholsterers', genuine.....	50				

ANDREW ALLAN, President.
J. O. GRAVEL, Sec. Treas.

F. SCHOLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes Lumbermen's Hip Boots
Lumbermen's Knee Boots Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C.R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

Harvest, 1896

Mowers' Friends

Solid Emery, Steel-Strengthened



Scythe Sharpeners

Solid Emery, Steel-Strengthened

Send for Catalogue

COOKE HARDWARE CO.

24 Hunter St.

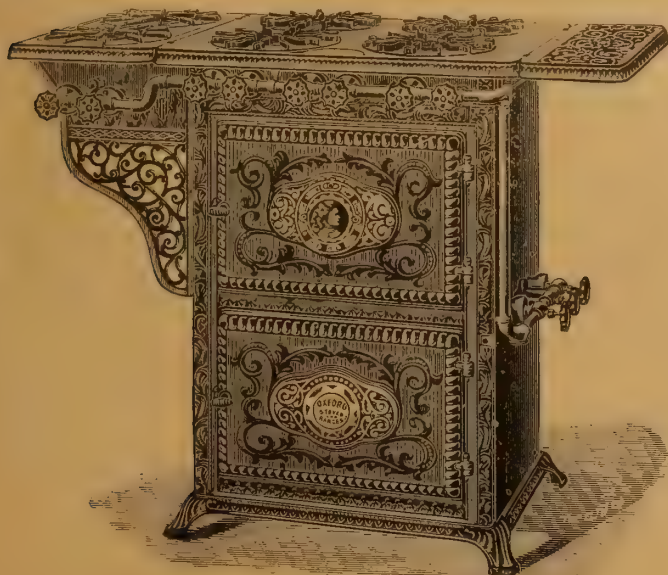
HAMILTON.

There's No Effort
About Selling

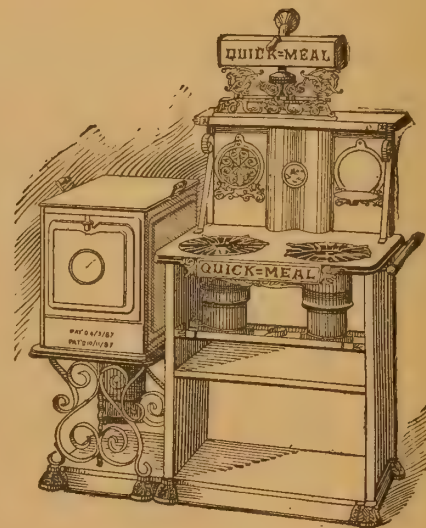
Two such reliable and popular lines as these

OXFORD GAS RANGES

With their handsome appearance, large ovens, and specially perfected valves and burners, which please everybody.



and



Quick Meal Gasoline Stoves

Which are famous for being handy, economical and scientifically trustworthy. We are sole agents for Canada, with a great number of sizes and styles to choose from. You will find them both wonderfully "quick sellers."

See our Catalogues for full details and prices

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS

OF AWARD AT

International Expositions

Special Prize

GOLD MEDAL

At Atlanta, Ga., 1895.

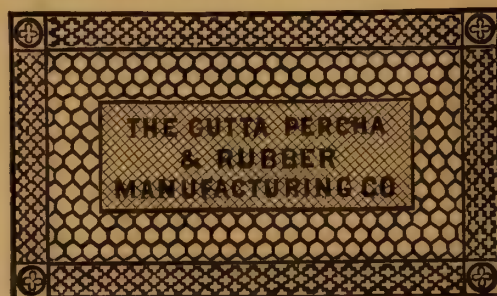
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

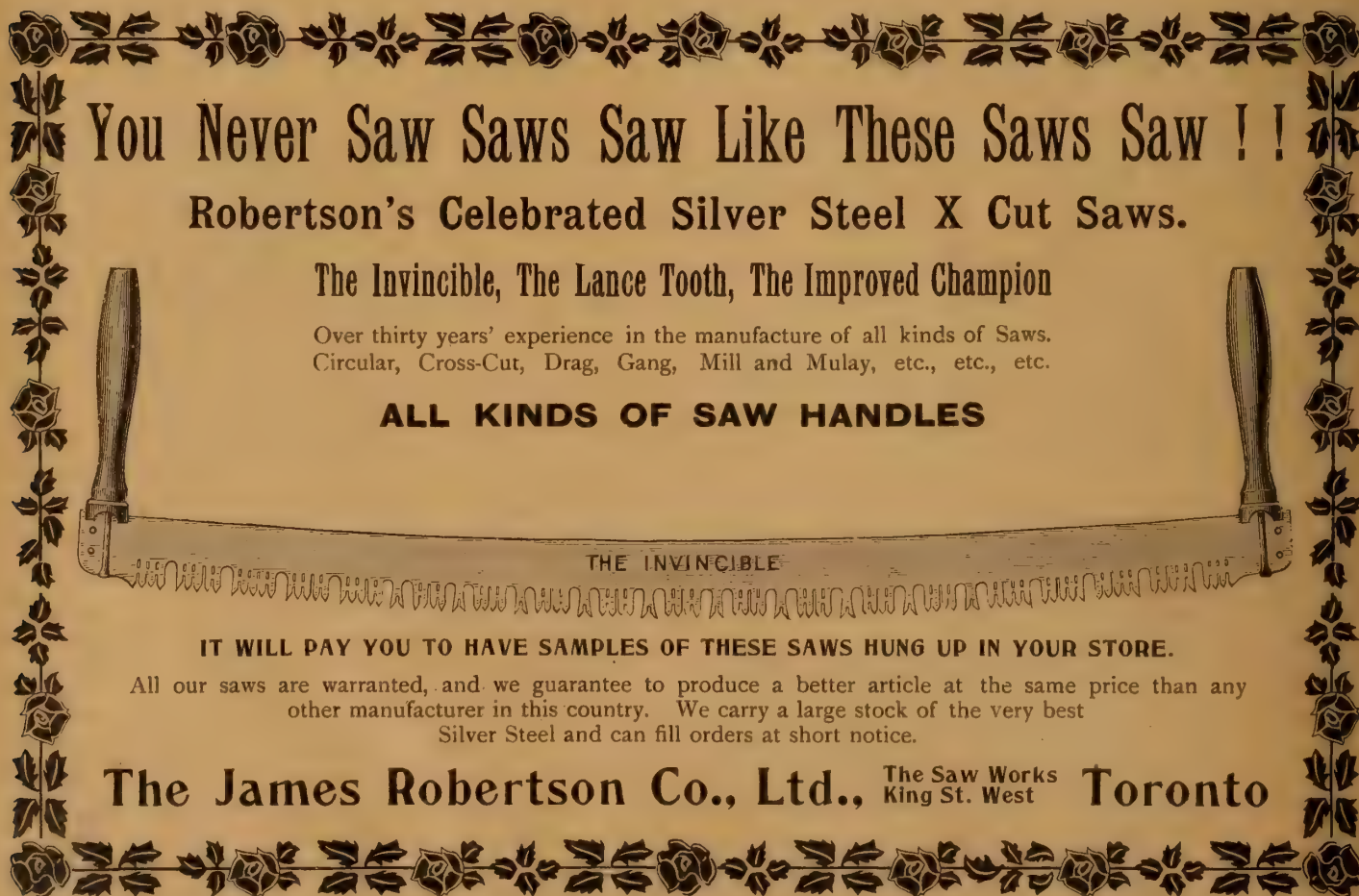
BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.



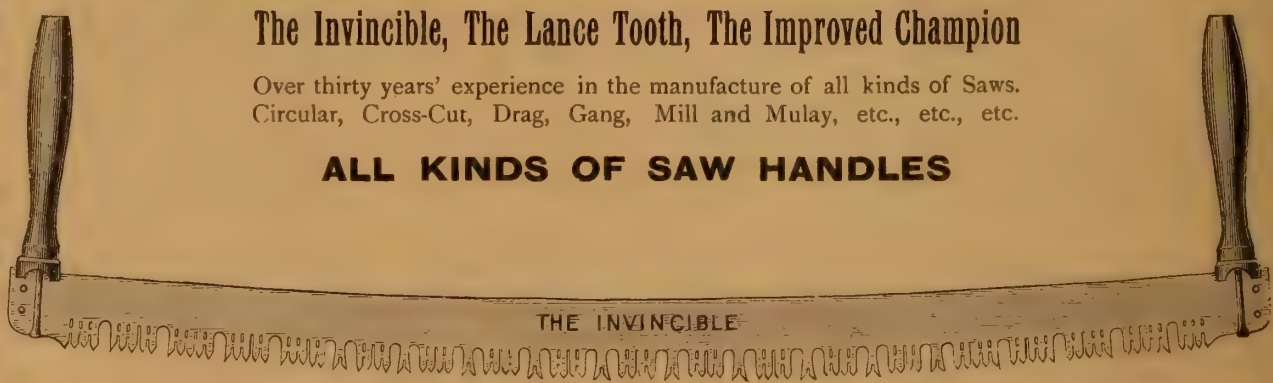
You Never Saw Saws Saw Like These Saws Saw ! !

Robertson's Celebrated Silver Steel X Cut Saws.

The Invincible, The Lance Tooth, The Improved Champion

Over thirty years' experience in the manufacture of all kinds of Saws.
Circular, Cross-Cut, Drag, Gang, Mill and Mulay, etc., etc., etc.

ALL KINDS OF SAW HANDLES



IT WILL PAY YOU TO HAVE SAMPLES OF THESE SAWS HUNG UP IN YOUR STORE.

All our saws are warranted, and we guarantee to produce a better article at the same price than any other manufacturer in this country. We carry a large stock of the very best Silver Steel and can fill orders at short notice.

The James Robertson Co., Ltd.,
The Saw Works
King St. West
Toronto

CANADIAN HARDWARE AND METAL MERCHANT

VOL. VIII

MONTREAL AND TORONTO, JUNE 27, 1896

No. 26



MAGNOLIA METAL

In use by . .

EIGHT LEADING GOVERNMENTS

Best Anti-Friction Metal for all Machinery Bearings

MAGNOLIA METAL COMPANY

CHICAGO OFFICE
Traders' Building

MONTREAL OFFICE
Caverhill, Learmont & Co.
Agents

Owners and Sole Manufacturers,

74 Cortlandt Street New York



CANADA.

YOU KNOW THIS BRAND

Everybody in the Hardware and Metal Trades does. It is found on about three-fourths of the Galvanized Iron sold in Canada.

Why? Because after years of experience practical men have found it the most reliable make at a moderate price.

There are LOWER-PRICED brands than

"QUEEN'S HEAD"

but there are none CHEAPER.

Largest Manufacturers under the British Flag

Which shall it be?

Screwed joints or bolts? If you want the best, use only "Safford," without bolts.

It's a firmly established idea in the minds of some, that when a fair price is being charged for goods, that they are being robbed—such should not be, for no honest dealer can sell below cost.

"Safford" "Standard" Radiators

Are not cheap, but they are good.

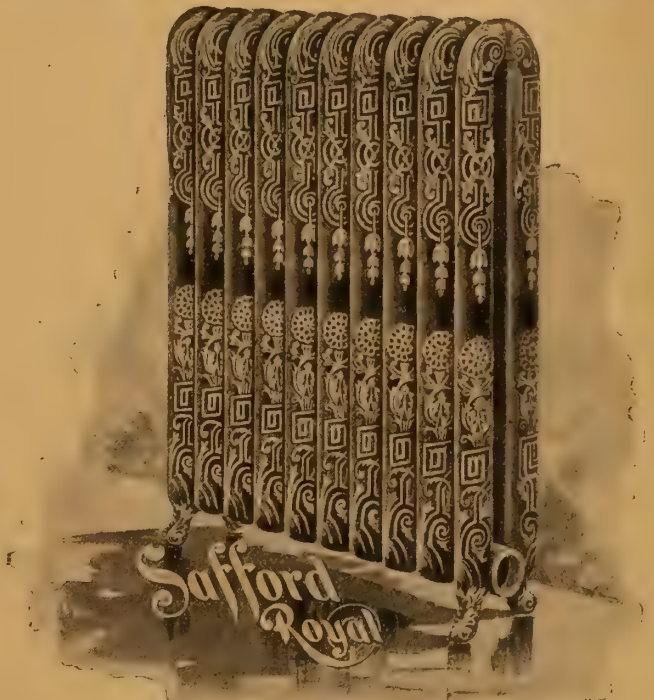
The only Radiator successfully winning against the World's Competition.

MADE ONLY BY

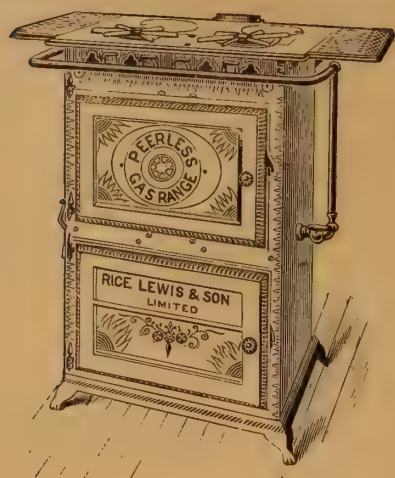
The _____

TORONTO RADIATOR MFG. CO., Limited

.. Toronto, Ont.



To the Trade



Gas.... Stoves

Write us for Price List and Discounts.

RICE LEWIS & SON

(LIMITED)

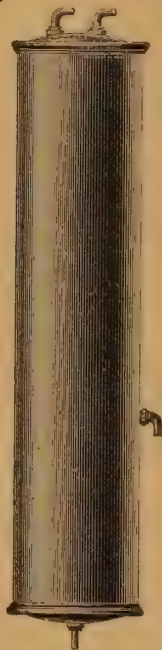
Cor. King and Victoria Streets.

TORONTO



When a Copper Boiler

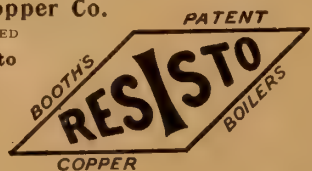
is used
Hot Water as
pure as
from a
Tea Kettle
is always
to be had.



Guaranteed
**200 LBS.
PRESSURE**
also will
not
COLLAPSE



The Booth Copper Co.
LIMITED
Toronto



Diamond Enameled Ware Granite Steel Enameled Ware

THE BRANDS THAT SELL
AND GIVE YOUR
CUSTOMERS SATISFACTION

Our steadily increasing sales attest the popularity
of these goods.

KEMP MANUFACTURING CO.

TORONTO, CAN.

Hardware and Metal

Vol. VIII.

MONTREAL AND TORONTO, JUNE 27, 1896

No. 26

J. B. MacLEAN, President.
HUGH C. MacLEAN, Sec.-Treas.

The MacLean Publishing Co.
LIMITED

FINE MAGAZINE PRINTERS
and
TRADE JOURNAL PUBLISHERS.

TORONTO: - - - 26 Front St. W.

MONTREAL: - Board of Trade Building.
Telephone 1255

EUROPEAN BRANCH:

Canadian Government Offices,

17 Victoria St., London, S.W.

R. Hargreaves, Manager.

John Cameron, General Subscription Agent.

THE ELECTIONS AND TRADE.

IT has been claimed that much of the trade quietude of the past couple of months has been due to the Federal election campaign. The influence of the campaign may have been exaggerated, but there was, no doubt, a great deal of truth in the assertion. When a general election is pending there is naturally a tendency to devote time to politics at the cost of business, while there are always a number who, from a fear of a change in the fiscal policy, are passive in their business operations, either from fear or hope of a change in the fiscal policy.

Now that the elections are over the shoulder should be again put to the wheel. Just as soon as this is done will the abnormal conditions of the past few weeks become normal. There is no reason why they should not. The outlook promises a fairly healthy trade, if not a very large one. And it is only through a lack of confidence that we can prevent the fulfilment of the promises, unless, of course, unforeseen and deleterious influences develop.

The possibility of changes in the tariff should not be allowed to act as a drag upon trade. The leaders of the party into whose hands the people have placed the reins of power have declared emphatically that there shall be no radical or general change in the

tariff, and that the few changes that may take place will be in the direction of improving, not maiming, the tariff.

The policies of the two great parties are, therefore, practically the same: Both realize that at present a radical change in the fiscal policy of the country is impossible. Generally speaking, therefore, there should be no more alarm over the advent to power of a new party than if the old had been returned.

Although in the new Parliament there will not be seen some faces that **HARDWARE AND METAL** would have liked to have seen there, yet a cursory examination of the list of successful candidates shows that there will be no insignificant array of practical business men in the new House, who may be expected to have concern for the business interests of the country as well as take some interest in the welfare of their respective parties.

There is Clancy, of Bothwell, a merchant; Henry, of South Brant, a soap manufacturer; Craig, of East Durham, a leather and hide merchant; Reid, of Grenville, a starch manufacturer; Macpherson, of Hamilton, a wholesale grocer, and Wood, of the same place, a hardware merchant and manufacturer; Corby, of East Hastings, a distiller; Campbell, of Kent, a miller; Rosamond, of North Lanark, a woolen manufacturer; Frost, of Leeds and Grenville, an implement manufacturer; Klock, of Nipissing, a lumberman; Hutchison, of Ottawa, a miller; Featherston, of Peel, a cattle dealer; Maclaren, of North Perth, a well-known cheese manufacturer and expert; Edwards, of Russell, a lumberman; Osler, of Toronto West, a financier; Seagram, of North Waterloo, a distiller; Kloefer, of South Wellington, a wholesale carriage hardwareman; Frankland, of East York, a wholesale butcher and cattle dealer; Wallace, of West York, a general merchant; Dobell, of Quebec West, a shipping merchant; Moore, of Stanstead, a general merchant; Ashdown, of Marquette, a wholesale hardwareman; Prior, of Victoria, a wholesale hardware-

man. While no material change is anticipated in the tariff, it is to be hoped that Mr. Laurier will, as soon as possible after assuming office, announce his policy to the House, in order that the country may know just exactly what he intends or does not intend doing, so that the tariff question may be settled beyond peradventure.

While no material change is anticipated in the tariff, it is to be hoped that Mr. Laurier will, as soon as possible, announce what he contemplates doing with the tariff, particularly in its relation to iron and articles appertaining to the hardware trade. He should make an effort to do so even before the House meets on July 16th next. From what **HARDWARE AND METAL** can gather from conversation with manufacturers and merchants connected with the hardware and metal trades, little or no change is expected to be made in the tariff. But this is only expectation. They should be told at once just exactly what the incoming Government does contemplate doing.

PROBLEMS OF PREFERENTIAL TRADE.

THE question of closer trade within the British Empire is now within the range of practical politics. Heretofore it has been a thing much talked about, but not as a rule seriously considered because of the indefiniteness of the scheme. The pronouncement of Secretary of State for the Colonies Chamberlain, at the Congress of the Chambers of Commerce of the Empire and the subsequent action of that body have brought the question where it can be no longer treated lightly.

The British Government, through Mr. Chamberlain, has stated that it is now open to discuss the matter, while the Congress in question passed this resolution unanimously:

That this Congress of the Chamber of Commerce of the Empire is of opinion that the establishment of closer commercial relations between the United Kingdom and the colonies and dependencies is an object which deserves and demands prompt and careful consideration. The Congress, therefore, respectfully represents to Her Majesty's Govern-

ment that if that suggestion should be made on behalf of the colonies, or some of them, it would be right and expedient to promote the consideration and the formulation of some practical plan by summoning an Imperial Conference, fully representative of the interests involved, or by such other means as Her Majesty may be advised to adopt.

As far as the colonies are concerned, this resolution commits them to the scheme, and from what has been said by those within the Government circle, "Barkis is willin'," too.

There is unquestionably an all-round desire among the component parts of the British Empire for closer trade relations one with the other. Sentimental reasons have something to do with this desire. But probably a still greater one is the desire for trade expansion. The colonies on the one hand want to sell more of their products to the Mother Land, and the Mother Land on the other wants to sell more of her products to her children. Where the difference of opinion will come in will be in the methods for attaining this object. It is equally obvious that there must be give and take before closer trade relations than now obtain can be secured. Great Britain will have to sacrifice something. So will her children.

Great Britain will have to move cautiously because of her world-wide trade interests. Canada's foreign trade is a flea-bite to that of the Mother Land. But it seems to us that if any of the parties to the proposed agreement should pick its steps it is Canada. Her situation is unique. None of her sister colonies border on the territory of a great and powerful nation; and that nation a big customer.

Canada's best market naturally for many of our chief staples is the United States. And that it is in reality not her best market is because of barriers which have been erected to prevent the natural course of events to develop.

We sell more to Great Britain than we do to the United States, last year by nearly twenty millions of dollars; but we buy more from the United States by nearly twenty-three millions than we do from Great Britain.

Canada will need to consider whether it will pay her to give the products of the British Empire a preference under the tariff over those of the United States. Would Canada, by giving British goods preferential rights court retaliation from the United States, and thus curtail a trade between the two countries which is already small enough?

Then a large proportion of our revenue is contributed by British goods. Of the total Customs revenue last year over 41 per cent. was raised by duties on goods from Great Britain. Would a preferential tariff result in a smaller revenue from British goods, and from the United States because of diminished imports therefrom, or would the increased

imports which might naturally be expected from the various parts of the British Empire bring the total revenue approximately near where it is under present conditions?

We do not point out these things for the purpose of throwing cold water upon the preferential trade scheme. We merely do so with a view to showing some of the knotty problems that must be solved before preferential trade can be accomplished.

Personally **HARDWARE AND METAL** is not at all discomfited by the problems that are awaiting solution, as long as the right kind of practical business men are deputed to the prospective task. We believe that the expansion in trade which would follow in the footsteps of preferential trade would more than make up for any losses that may be incurred from loss of revenue.

As far as the United States is concerned we have not much to expect from that country in the way of a more favorable tariff for some time to come, judging from the political conditions obtaining there. The McKinley tariff drove us to take steps to push our export trade with Great Britain, with the result that the value of our exports to that country jumped from \$48,000,000 the year the bill in question went into force to nearly \$62,000,000 in 1895, while in 1894 they touched \$68,500,000.

But who knows but that a preferential tariff within the British Empire may not be the means of bringing about closer trade relations of some description between all British-speaking nations? There are great numbers of people who dream of such a thing, and dreams sometimes come true. And this is not a dream impossible of being realized.

THEIR PREMISES GOT TOO SMALL.

It is a gratifying condition of affairs when a firm is compelled to enlarge their premises or remove to others more commodious. This latter alternative has been the experience of the Alpha Chemical Co., Berlin, Ont. The premises to which they will remove and which they have purchased is on Foundry street, Berlin. The structure is a large four storey building, and the Alpha Chemical Co. will take possession about September 1, when the firm hopes to be able to fill all orders promptly. The recently acquired premises of the firm are favorably situated, and the price paid the owner, Mr. Joseph Bingeman, is understood to have been a good one.

PATENT REPORT.

Marion & Laberge, solicitors and experts, Montreal, report that the following patents have recently been granted to their clients: 52,700, Mde. Dr. Guertin, medical compound; 52,647, P. E. Guerard, hose coupling; 52,682, Geo. Robidoux, pile fabric.

CANADIAN VS. U. S. RADIATORS.

A GREAT deal has been said in the political press regarding the relative price of radiators in Canada and the United States, in which the comparisons were not to the advantage of Canada.

HARDWARE AND METAL has no desire either to assail or protect any political party. But it does desire to see justice done to a Canadian industry.

Radiators in Canada are not dearer than they are in the United States. On the contrary, they are cheaper.

In the United States, for example, the base price is 18c. per square foot, and the terms are 2 per cent. 10 days or 60 days net cash.

In Canada the regular price ranges from 17 to 20c. per square foot, and the terms are 5 per cent. 5 days, 3 per cent. 30 days, or 4 months.

But another instance: A short time since, a large radiator manufacturing firm near Geneva, N.Y., received an offer for 600,000 feet of radiation at 16c. per square foot, freight allowed, but it was not entertained. Now radiation in much smaller quantities than that which the Geneva firm rejected has been accepted by Canadian firms at 16c. per foot, or about equal to 2½c. per pound for a finished article. The terms, too, were 4 months, while the freight was paid to a point where the rate was 14c. per 100 pounds.

Although radiators in Canada are cheaper than they are in the United States, they are by no means inferior. On the contrary, they are superior. It may not be that the manufacturers on the other side of the boundary line are incapable of making as good an article as can their confreres on this side of the line. The chief reason is probably due to the fact that in Canada a better class of work is exacted. At the same time, however, the fact should not be overlooked that Canada is not only the birthplace of the radiator, but that we possess machinery that in certain important respects is ahead of that used in factories in the United States, while with regard to some of the vital parts in the radiators themselves the advantage is with the Canadian article.

A LESSON FOR THE LIBERALS.

IN the elections which took place on Tuesday last was conveyed a lesson to the party which has been given power, as well as a warning to the party which has been driven from power.

The defeat of the Conservative Government was not due to any great defection regarding the fiscal policy of that Government, for both parties, one by choice and the other by necessity of the conditions now obtaining,

are wedded, for the time being at least, to protection.

The concrete weakness of the Conservative Government was the absence within itself of the practical common-sense business element, without which a country can be no more wisely ruled than can a mercantile institution. And this means the clumsy way in which it dealt with the school question as well as the way in which the general business of the country was transacted.

Professional politicians of mediocre ability can no more be expected to wisely and well transact the business of a country than can a mouse do the work of an elephant. Yet the Government of the past couple of years have fallen into the egregious error that they could. The consequence was what might have been expected: the real business interests of the country were neglected. As a natural concomitant of that, the business men of the country became dissatisfied, not as we have already said, with the fiscal policy of the Conservative party, but with the unbusiness-like methods of the Cabinet that was the representation of that party.

Business men abhor unbusiness-like methods just as much as the virtuous abhor the unvirtuous. Bad business methods will ruin a country as well as factory. Business men know this. Hence the dissatisfaction with the Government which for some time has been so much in evidence in the commercial centres throughout the Dominion.

If the party now coming into power would escape the mistakes that have proved so disastrous to the party going out of power, it will see to it that the Cabinet positions that demand the attention of business men shall be filled by business men.

By all means give lawyers charge of the law departments, but do not place them in positions that practical business men only can fill. Neither make the egregious blunder of making a lawyer or a doctor Minister of Agriculture.

The purely business departments are post office, marine and fisheries, finance, railways and canals, public works, interior, trade and commerce, inland revenue, customs. Let these be filled by business men. If they are not, it will be a miracle if the Liberals do not escape the disaster of the Conservatives.

The business men of the country are aroused and they demand this.

BUSINESS TAX.

At the last meeting of the Toronto City Council this resolution was adopted:

That his Worship the Mayor, Ald. Sheppard, Joliffe, McMurich, Lamb, Preston, Leslie and the mover be a special committee to consider and report upon the question of levying an annual business tax instead of a tax on personal property upon the merchants of this city, under the authority conferred by section 31 of the Consolidated Assessment Act, 1892.

DROPS FROM THE EDITOR'S PEN.

"Fresh" clerks soon become stale and unprofitable.

Have veracity if you would have success in business.

Elbow grease is the best lubricant you can use for getting on in the world.

Energy is much more to be desired than genius, and honesty than lordly birth.

Man's best efforts, politically, often go unwarded, but commercially seldom.

The young man who wants to succeed in business must learn how to succeed.

He who does not know his own mind is never likely to possess a mine of wealth.

Weary lies the head that sought honors political, and on June 23rd found them not.

Education is essential to a comprehension of the cash system as well as any other subject.

There is one thing about the long hours which a hardwareman works: they are his own making.

If competition were to cease some merchants would cease to do business because of dry rot.

You may not be able to judge a man by his appearance, but you can a store by its appearance.

He who courts brains before gold has a brighter future before him than he whose policy is vice versa.

If a man has not an eye for business how in the world is he going to see how to do business?

Honesty is the best policy even if you lose money by it. But it is better to lose money than a good name.

Wednesday next the Dominion of Canada will be thirty-nine years old. Many happy returns of the day.

There is no standing still in business: If you are not pulling against the stream you are drifting with it.

The difference between a bad cigarette and bad company is that the one poisons the body and the other the mind.

"If I had served my business as well as I have my party, I would have been better off

than I am to-day," is probably the soliloquy of more than one defeated candidate for parliamentary honors.

The value of an idea is measured by its adaptability for to-day: What was good ten years ago may be valueless now.

The advertisement's duty ceases when it brings the customer to your store. The duty of selling the goods devolves upon you.

A man cannot afford to lose much time dilly-dallying in this world. Life is short, and what we would do we must do quickly.

Money may be the root of all evil, but a business does not take much root in the community until it has plenty of the "root."

One does not require to guess what will be the end of the merchant who fixes the selling price of an article by guessing the cost thereof.

When once a young man strikes the right road in life let him stick to it if all the imps in Nickdom are engaged in piling obstacles in his way.

By obtaining a peep at our own imperfections once in a while we are not likely to perceive so quickly the short-comings of other people.

Learning to buy and sell no more completes a business education than does learning to read, write and "figure" finish a boy's education.

Because a merchant is careful as to whom he gives credit it does not follow that he has lost confidence in humanity. It signifies that he is not a fool.

The merchant, like the fisherman, needs to use bait in order to catch what he desires; but, unlike the fisherman, he should not use bait for the purpose of deceiving.

There is no question regarding a merchant's ability to drive customers away from his store; but it is decidedly questionable whether he can drive them to it.

The reason that we find so few slow men among commercial travelers is that the pace soon kills off the drones. There is only room for workers in the travelers' hive.

Notice is given that under "The Companies Act" supplementary letters patent have been issued whereby the total capital stock of "The Sawyer and Massey Co., Ltd., is increased from one hundred thousand dollars (\$100,000) to five hundred thousand dollars (\$500,000).

PERSONALITY AND CREDIT.

CREDIT is the rock that is strewed with broken business reputations, and the successful business man has to be strenuously careful in regard to the persons to whom he extends credit, say American Artisan. The ideal credit man must be an exceptional judge of human nature, as capable of discounting sanguineness as his confreres of the sales department are in discounting bolts or screws. He must have a thorough knowledge of general business conditions coupled with that of the especial condition which affects each individual applicant for credit. He must be able to differentiate business men on short acquaintance. The conservative merchant is all right, but the careless, the slovenly, and the hopelessly timid dealer, to all of whom it is suicidal to grant extended credit, have many points that superficially would place them as painstaking and conservative dealers. An A No. 1 credit man cannot lay down a hard and fast line in his dealings with customers of his house. If he does, his action in every exceptional case that arises will prove a blunder. He must know when to accept a chance, for you can count on the fingers of one hand all the business successes in your list of acquaintances who never took a chance. Many a house has embittered one who would otherwise be a good customer by shutting off credit peremptorily from the man of small capital who by virtue of his business ability, his energy, his resourcefulness and his integrity was likely to work out a success.

Take the credit man in a wholesale hardware house. If he sits at his desk and extends credits in conformity with fixed rules and commercial agency reports he will make mistakes far more frequently than if he goes into the merchant's office, looks him in the face, forms his conclusions as to his character, observes his business methods, notes the general atmosphere of his establishment and examines his stock on the basis of the requirements of the locality. There is something about the atmosphere of a business place which tells of success or failure. The ability to appreciate this atmosphere is partly natural and partly acquired by experience and training. But take, for example, the stock a man carries. If it be simply adequate for the demand, but not much above it, if it be well proportioned, with no excess in some line and deficiencies in others, it shows the man is a good buyer, is a good judge of his trade and is conservative, having no useless investment; but if the stock be a little smaller than is necessary, it shows, perhaps, carelessness and, at any rate, weakness. In the majority of cases a very correct appreciation of the credit to which a man is entitled

can be obtained from reports, and his own statements; but, after all, the best and safest guide is a knowledge of the man and his business, his surroundings and his methods. The best men—the men of honest heart, wire nerves, up-to-date ideas, great business shrewdness—sometimes fail to the surprise and sorrow of their creditors. Of course they do. Nothing is certain but death, taxes, and requests to advertise or subscribe. But what of it? A leg or \$1,000 is liable to be lost by anyone in business. It is a penalty of the fight for existence. The retailer happily is in a position where he can more nearly approximate a cash basis than the wholesaler. And a small cash profit is vastly better than a large one on paper. "A bird in the hand, etc.," as the old adage had it.

ECONOMY OF A REGULAR TOOL-GRINDER.

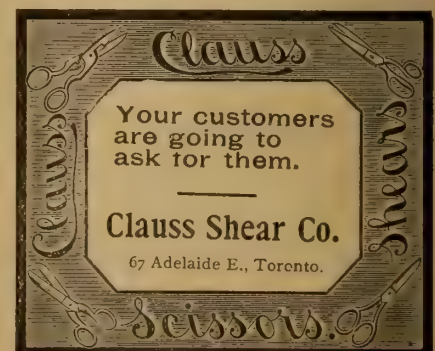
THE emery wheel is one of those improvements that has come to stay in the majority of shops, but, like fire and electricity, its use demands carefulness and intelligence, says a writer in an exchange. It is possible to grind almost any tool upon an emery wheel and not injure its temper, and it is also possible to ruin it in a very small fraction of a minute. I know of a shop where all of the lathe tools are ground upon an emery wheel, and ground by the men themselves, and where after each grinding an air line is taken to the blacksmith shop to have the tools retempered because the grinder knows that he has ruined it, and yet no attempt has ever been made to teach them better manners. I once suggested to the superintendent that it was a good idea to have all of the tools ground by one man, but was told that their shop was so small that it would not pay to introduce such a system. I said nothing more, but made a little calculation. There were ten men in the shop, and allowing that each one sharpened and had his tool tempered on an average of three times a day, with an average consumption of 10 minutes for each trip, including the brief conversation that takes place at the forge, we find five hours consumed each day by the men and five by the blacksmith, which amounts to just one day if it were put into one man's time. And if one man cannot dress, grind and deliver the tools for 10 lathe hands and keep everything up in first-class shape, besides finding time for other occasional odd jobs, well—it would be advisable to look abroad and search for a man who can, and you may rest assured that you need not spend much time in the finding of him. So when it comes to reckoning the time wasted as the result of careless grinding, a tool-dresser and grinder may be found to be a profitable investment.

SHARP IMPOSITION.

One of the sharpest bits of imposition on a small scale on a tradesman is reported in an American paper. A woman entered a shop and asked to see some cheap brushes. Near the lot the assistant showed her was an imperfect one, which had been brought back and exchanged. The customer saw it and asked the price. "That is an imperfect article, ma'am, for which we have just exchanged a good one. It will not suit you." But the customer insisting, he finally named a price, one-fifth the usual figure, and the customer took it away with her. Later in the day the assistant saw the same brush on the counter again, and learned that it had been brought back with the complaint that it was damaged, and a fellow-assistant had given a good brush in exchange for it! They probably removed that brush after that out of the way of temptation, remarks Hardwareman.

A NEW USE FOR WIRE NETTING.

Wireworkers might find a new and profitable field for their labors by turning their attention to the special needs of theatre and concert-hall managers. On the stage or platform the use of wirework for the protection of draperies against fire, etc., are well understood; but it is rarely to be seen in the auditorium. A novel and ingenious application of wire netting, however, has just been introduced at the Aston Theatre, Birmingham, where the occupants of the gallery, as in many more fashionable houses, have an unhappy knack of dropping miscellaneous articles, from orange-peel to ginger-beer bottles, upon the heads of the people below. In order to put a stop to this nuisance the proprietor has had a wide strip of wire netting suspended on brackets a few feet below the front of the gallery, where it intercepts all stray missiles and flying-fish without in any way obscuring the view of the stage. The innovation has been so well received by the frequenters of the pit and boxes that it is likely to "catch on" and form part of the equipment, in time, of every well-appointed theatre and concert hall.—Ironmonger.



Like a mirror is

PERFECTO

You can see yourself in a job done with it. It gives a clear, sharp reflection that is only to be had from a first-class varnish.

It can be used alike on the finest housework or the best carriage work. It wears equally as well inside and outside.

It is supplied in attractively labelled tins, and packed in cases of ten gallons, assorted as follows: 2 one-gallons, 4 half-gallons, 12 quarter-gallons, 16 pints, 16 half-pints. The price to everyone is \$2.25 per gallon.

THE COTTINGHAM VARNISH CO. LTD.

Manufacturers of

Pratt & Lambert Varnishes

.....MONTREAL

FLOOR PAINT

MADE TO WALK ON

The Sherwin-Williams Floor Paint is one of those articles that creates such enthusiasm as we wrote of last week. It surprises people—it does the work so perfectly. It works beautifully under the brush. It dries with a gloss that stays, and is ready to walk on in a few hours.

Mr. Jasper Bacon, a painter who is an entire stranger to us, having bought some of this paint from our agents, Messrs. E. & P. Gates, Waterloo, Que., wrote us on May 27th, as follows:

"Having used some of your Floor Paint I deem it justice to you to say a few words for it for the good of yourself and the public. I am a house painter by trade, and have been in business for many years and have used all kinds of paints, but had failed to get the long felt public want, namely, a good Floor Paint, until I tried yours. It will certainly take the lead after it is well known, and will eventually be the only paint used, at least by those who know a good paint from poor. You may use this publicly if you wish. I am well known all over the country as a good painter, and of good experience both in England and Canada, and would refer you to your agents here at Waterloo, E. & P. Gates; they know me well."

Don't you think goods that will cause such a spontaneous testimony as that from an entire stranger will help any man's business?

THE WALTER H. COTTINGHAM CO., Ltd.

Manufacturers of The Sherwin-Williams Paints

MONTREAL

NEW COPPER MANUFACTURING PROCESS.

RUMORS have been current for some while past of a new process for dealing with copper. Last month three English experts visited Paris to see the perfected process in operation. These gentlemen satisfied themselves of the merits of the invention—the manufacture of copper and other tubes, sheets and wires by electrolysis from unrefined castings, deposition being absolutely pure and homogeneous. It is also claimed that the process is the cheapest method of working extant, and will give a greater strength of copper than any other known method. The sheets and tubes give a breaking stress 50 per cent. over the standard fixed for copper hitherto made, and internal hydraulic pressure indicated in respect of other tubes a tensile strain up to 74,145 pounds per square inch. Experts and strong capitalists have associated themselves with the formation of a company for dealing with this new invention, and, under the title of the Electrical Copper Co., Ltd., an undertaking has been formed with a capital of £500,000. It is intended to erect works in England, as well as take over those established in Paris. For a cash consideration of £55,000 and the whole of the ordinary shares (350,000), the patents are acquired of

Mons. E. Dumoulin for Great Britain, Germany, the United States and other countries. The company will become the absolute proprietor of the patents for Great Britain and 82 per cent. of the profits to be derived from the working or sale of the patents for the British colonies or other countries. Of the 150,000 6 per cent. accumulative preference shares, 100,000 are to be issued and 50,000 retained in the treasury of the company. This will permit of £25,000 being applied to the cost of works and £20,000 for working capital. The field for the company's operations will be an enormous one in the direction of tubes for engines, particularly locomotives.—London Statist.

THEY ARE AFTER BARGAINS.

"It is an ill wind that blows nobody good," and every merchant can, with profit, study the methods employed by the large department stores in attracting attention to their wares. People nowadays are on the lookout for bargains, and the department stores are shrewd enough to see it and take advantage of it in every way. Every week something new is pushed to the front, and every scheme is resorted to that will bring trade to the store. They let the people know they have bargains to offer, and they convince them they want their trade. Leaders are selected

and low prices are made, and the public flock to their stores with the belief that every article is marked down. The day is past when a merchant can sit down and wait for trade because he has been in business for a long time and is well acquainted. Acquaintances count but little in a large city; the people are after bargains.—Commercial Enquirer.

A PECULIAR MISTAKE.

Ross Bros. & Co., Iroquois, sent a telegram to a hardware house in Montreal the other day asking for 60 "coach screws," a kind of bolt to be used on the Government wharf. In the transmission of the message the order was transformed into "corkscrews." The Montrealers were evidently astonished, but probably supposed something uncommon in that line would be needed for the evening of the election and conscientiously endeavored to fill the order. Their reply came promptly as follows:

MONTREAL, June 15, 1896.

MESSRS. ROSS BROS. & CO., IROQUOIS.

DEAR SIRS,—Your telegram ordering 60 corkscrews 17 inches long by 1 inch duly to hand. This is a most unusual size and cannot be had in Montreal. We can have them made for you if you can wait, say till Tuesday. Telegraph in the morning if we shall place order in hand.

Yours respectfully,

CAVERHILL, LEARMONT & Co.

HOME MADE ICE.

ONE of the terrors of the heated season is the cost of ice. The arctic article itself is an absolute necessity, as is fuel in the winter. It cools what otherwise would be nauseating and tepid, keeps fruit from decay, and meat from becoming carrion. It has, in fact, a thousand forms of use, and no matter its cost, its service is indispensable. Under these conditions it is not surprising that in too many instances prices are forced by those who manipulate the trade. This is not limited to the ice business by any means, but the cold fact is none the less an evil when located in a chunk of frozen water. As a legitimate industry it has its rights to living profits, and in many cases under untimely conditions may sometimes fail in doing this. This, however, in no sense affects the fact that the luxury of ice in summer is not so easily in reach of the masses as might be wished. What has been missing for years is a machine that, while cheap, would be efficient and become an article of domestic use as a wash tub or an ice-cream freezer. A press report is the authority for the statement that a new type of ice-making machine has been patented that promises to fill the long-felt want. It is described as consisting of a box similar in size and shape to the ordinary ice-box. On top of the machine is a crank by which its mechanism is operated. A cylinder to hold the water that is to be turned into ice is placed upright in the centre of the box. The cylinder is surrounded by cells, in which chemicals are placed. To make a day's supply of ice it is merely necessary to fill the cylinder with water and turn the crank for a quarter of an hour, when the water is frozen into a round block of ice.

The machine as designed at present con-

tains compartments for the household supplies usually kept in an ice-box.

The machines, it is said, can be sold at \$15. The cost of the necessary chemicals for 12 months is placed at \$1.40.

There may, or there may not, be any ground for this current report, but whether or not, the household machine for making ice has long been a desideratum, and until it is met will leave thousands of American citizens without any appeal from extortion when practised. Age of Steel.

MARKING SPECIALTIES.

IN these days of a multitude of makers and of endless designs it is impossible that the memory should retain the name of the maker and the time of purchase of all the specialties in an ironmonger's shop, says a writer in *Hardwareman*. Some means of knowing are certainly necessary for many reasons. I will give one illustration. A customer for gas brackets selects one, the sole remaining specimen of a certain pattern, and requires four or six telegraphed for immediately. It is highly inconvenient at such a time not to remember from whom or when the article was purchased. A simple plan for avoiding this difficulty is as follows: If, in addition to the maker's number and the cost and selling prices, the article be marked "E 995" for Evered, September (ninth month), 1895, or "B 1194" for Bissiker, November, 1894, the invoices, being kept in alphabetical order monthly, can be referred to, verified, and message despatched within the compass of about five minutes. A few days since a salesman wanted to match a gas globe, which, as will sometimes happen, was an item of old stock. Being marked "B 1191," in two minutes he was able to ascertain that it was bought of Messrs. Baird,

Glasgow, November, 1891, and he was at once able to undertake procuring any number to the pattern with confidence. It will not be necessary to particularize any goods for which this method of marking will be found advantageous, and, moreover, the variety is too great. Where there is more than one name in the firm of makers other letters may be added, as "BF 296" for Benham and Froud, February, 1896. Thus the seller has always the information before him without his customer being able to glean anything as to the name of the manufacturer or as to how long the article may have been in stock.

BRITISH VERSUS GERMAN PRICES FOR STEEL.

A memorial presented by the Association of German Iron and Steel Manufacturers relative to foreign competition and requesting a reduction of freight rates on ship-building material contains a table showing the lowest offers of German and English works f.o.b. dock at Hamburg on January 7, 1896. The German average price for the different kinds of iron and steel used in ship-building was 117.67 marks, while the English bids averaged only 96.28 marks. For boiler plate, for instance, the lowest German offer was 174.05 marks, while two English works offered them for 119.23 and 138.90 marks respectively. British competition is felt still more severely along the Baltic coast, which is twice as far from the Westphalian iron district as Hamburg. Here is where the question of railroad rates plays an especially important part. The Vulcan shipyard at Stettin called in 1895 for bids for the supply of material for a fast ocean steamer, and these were the lowest average prices asked: German works, 136.77 marks; English works, 113.90 marks. In addition to this the English works conceded 5½ per cent. cash discount, while the Germans would grant only 1½ per cent.



High Velocities. Low Pressures.
Long Range. Extra Hardened. Double Waterproofed. Reliable. Safe. No Jar. Hard Hitting. Quick and Strong, with Perfect Combustion. The Favorite Powder. The Choice of Experts. The Powder of Powders for a variable climate. **SOLE MANUFACTURERS:**
THE SMOKELESS POWDER CO. LTD.
Dashwood House, New Broad Street, London, England,
Works: Barwick, Herts.



**TRIALS by ELEY BROS. and
"ROD & GUN."**

**UNEQUALLED RECORDS.
VELOCITIES:**

At 21½ yards, 1012.68 feet per second.
" 43 " 872.72 "
Far in excess of any other Powder—Nitro or Black.
Pattern 233.
Pads penetrated (Eley's Special) 30" 6.
Pressures 2.17 tons only.

All future issues made to this standard.



SMOKELESS RIFLE AND REVOLVER POWDERS.

(SR) For Martini-Henry and similar large bore rifles; also for punt guns.

"Rifleite '303." For Lee-Netford and other Magazine and Sporting Rifles, '236 to '315 calibre.

"Rifleite '450." For Sporting, Express and Military Rifles, '360 to '577 bore.

(SK) For Rook and Rabbit Rifles of '230 to '380 bore also for Morris Tubes.

(SV) For Revolvers.

Full report of trials can be had on application to the Company or their Agents; also copies of

THE NEW SMOKELESS (SS) GAME REGISTER
Wholesale Agents for the Dominion: **LEWIS BROS. & CO.**

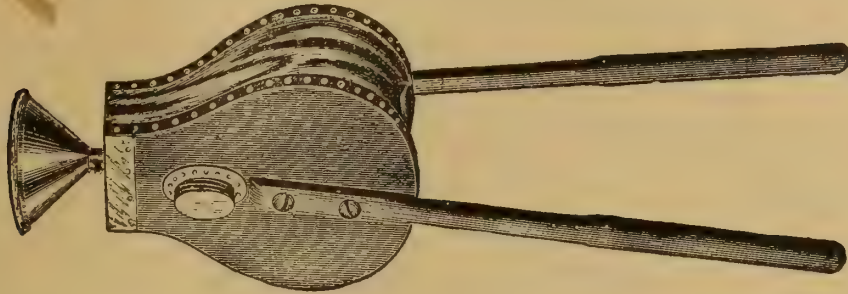
The R. A. McCREADY CO., Toronto, carry stock and are agents for Toronto and district.

30 St. Sulpice St., MONTREAL.

H. S. HOWLAND, SONS & CO.

WHOLESALE
HARDWARE

37 Front St. West, **Toronto**



PNEUMATIC POTATO BUG DESTROYER

LABOR SAVER

One pound of **Paris Green** for one acre of vines.
Write us at once for sample and price.

PURE PARIS GREEN

GUARANTEED GOVERNMENT STANDARD

Paper Boxes, $\frac{1}{4}$, $\frac{1}{2}$ and 1-lb. **Bulk,** 25 and 50-lb. drums.
250 and 500-lb. casks.

Do not run the risk of fine
Sell only Government Standard Pure **Paris Green**

Rixford Harvest Tools Full Line
Binding Twine Full Line Canadian Makes

Graham Cut and Wire Nails are the Best.

THE PROSPEROUS MERCHANT.

WHOO are the prosperous merchants, asks Ohio Merchant? For there are such individuals in existence to-day, even in the face of depression and the ceaseless croaking about hard times. The commercial travelers, by virtue of their calling, and close contact with dealers, learn to know some of the things at least that bring success, and also those that lead to failure. The prosperous merchant is one who studies the situation carefully and buys only salable goods. He also lets the public know, by judicious advertising, that he desires patronage. He trusts only what he can afford to lose, if accounts are not paid, and does not jeopardize his credit by being too free with goods that the wholesaler has entrusted to his care. He keeps his stock clean and neat, also well displayed, and allows no odds and ends to accumulate, to burden his room with their useless presence. He pays his bills promptly, which ensures a good financial rating. He is affable and agreeable, not only to his customers, but to his best friend, the commercial traveler. He watches carefully all the details and attends strictly to business and lives within his income. Such a merchant is bound to succeed, and after a series of years devoted to accumulation, will retire, leaving his well-regulated establishment in the possession of sons or trusted employes, and will enjoy an old age with plenty and the recollection of an honorable career to soothe his declining years.

Let us briefly trace the downward course of his opposite, whose end is failure. He starts out without experience or previous training, he assumes to know it all, and soon exposes his ignorance, which makes him a target for sharks. He buys of every Tom, Dick and Harry that comes along and soon has an assortment of wares on his hands that would incite the envy of a dime museum. He never invoices his stock, but keeps on buying from everyone who has anything to sell—and will trust him. He begins to stand his creditors off, returns drafts without any explanation, gives cheques dated ahead and soon gets under suspicion. He never knows the value of per cents and profits, spends more than he makes; finally, when he has run his course, takes the sheriff into a limited partnership, which closes out the concern, and he is left stranded, to chew the bitter fruits of folly.

My advice would be to have a boy learn the tinnery trade first in a thorough way and get the hot air furnace work with this. After he has served his time in this, if he has the proper instincts, he should be a good mechanic and able to go at the next branch in a way to acquire it quickly. Next take a trade school course in plumbing, and when

he has secured his papers here put in a year at that work, at which he can earn his living while getting the experience. After this get in with some firm who are doing steam and hot water heating and take at least a year's course at this branch. A boy trained in this way, and with good habits, at 21 years of age is valuable, and will be in prompt demand at from \$2.50 to \$3 per day. He will not have to hunt very hard for a place, and a man who employs him will be very sure not to let him go; if times are slack and any one has to go it will be one of the regular line mechanics.

Finally, if the time ever comes when he wishes to start in business for himself, his time is worth at least \$4 per day, and that is as good as quite a large item in the capital line. Boys who are going into trades, and fathers who are looking to their welfare, should consider the above points, and I think they can easily see that the argument is a good one, and it is not very much harder to carry out the plan than to get an ordinary trade.

ACETYLENE FOR LIGHTING RAILWAY CARS.

The Eastern Railway of France has given acetylene a trial in lighting a first-class coach of a Paris-Metz express. The compression of the acetylene was accomplished in a reservoir of similar construction to that of the gas tanks used regularly on this line. It was burned in a small special Manchester burner, with an extremely small slit in order to obtain the most perfect combustion. The results of the tests, as stated by The Swiss Builders' Gazette, were as follows: "Twelve litres of acetylene gas were consumed to produce a lighting effect of two carrels, or 184 normal candles per hour. If the ton of calcic carbide is valued at 550 francs (\$107.15), and the average yield of one kilogramme is calculated at 300 litres of acetylene gas, the cost of lighting would amount to exactly 2 centimes or two-fifths of a cent per burner or 1 centime per carrel hour. Calcic carbide is being sold by the factory at Neuhausen for 400 francs or \$76.30, but its actual yield in gas would be hardly more than 280 litres per kilogramme. In spite of the high price of one cubic metre of acetylene gas, which amounts to 166 francs or 32c., it is evident that this means of lighting can very well stand a comparison with illuminating or oil gas. If the cost of calcic carbide could be reduced by one-third or one-half, which is quite probable, the use of acetylene gas would offer in regard to economy considerable advantages if compared with coal gas. It possesses a 15 times stronger lighting power, while the flame burns much quieter.

ELECTRIC FURNACE.

In the blast furnace method of reducing iron the metal takes up impurities such as sulphur and silicon, and these are not entirely removed in subsequent treatment by the Bessemer or Martin process. The present methods of smelting must hold the field for ordinary grades of iron; but when purity is of importance, and when special qualities of steel are required, it will probably prove advantageous to prepare pure iron by electrical methods of reduction and to carbonize this subsequently. A furnace suitable for this and similar purposes is described. It is lined with a basic lining, like a Bessemer converter; this is non-conducting and almost infusible, and keeps the iron free from impurities. In the Herault furnace used at Neuhausen the positive carbon is vertical, and the material to be fused has to be introduced into the narrow space between this and the walls of the furnace. It is preferable to have a positive electrode consisting of four carbons arranged symmetrically about a vertical axis and inclined at about 20 deg. to it. These can be raised so as to produce an electric arc, or lowered so as to dip into the fused mass; they can also be rotated backward and forward so as to insure a uniform distribution of the heat. The bottom of the furnace is insulated and forms the negative electrode.

A WINDOW DRESSING HINT.

A St. Louis hardware store that carries lawn benches, seats, etc., has, according to Stoves and Hardware Reporter, a handsome willow lawn chair in its window this week, and suspended in front of it is this card:

NOT THE PRESIDENT'S CHAIR,
BUT FAR MORE COMFORTABLE
AND EASIER TO GET. COME IN
AND TRY IT.

It always pays to take advantage of events and topics fresh in the mind of the people, in constructing card texts and newspaper advertisements, and the above card is particularly apt on account of the Republican National Convention now being held in St. Louis.

WIRE NAILS

WIRE - TACKS

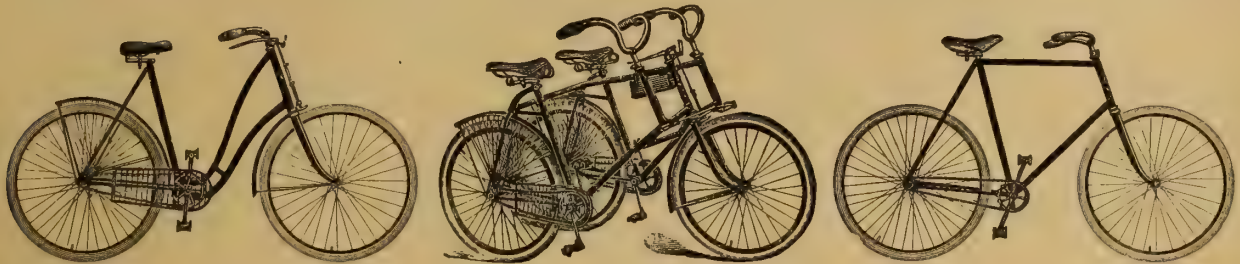
Ontario Tack Co.

HAMILTON

PARIS GREEN

From $\frac{1}{4}$ -lb. Cardboard Boxes to Casks of 600 lbs.
LOWEST PRICES.

SANDERSON PEARCY & CO., 61, 63 and 65 Adelaide St. West, **TORONTO.**



“Wolff American”—High Art Cycles.
“McCune” Cycles—Highest grades and great value.
“Commercial” Cycles—Good machines.

Also Juvenile bicycles on hand, and “Adler” Cycles,
“Boker’s IXL” Cycles for importation.

DORKEN BROS. & CO.

140 McGill Street **MONTREAL**

PARIS GREEN

Government Standard

Guaranteed Pure

$\frac{1}{4}$ -lb. Packages

$\frac{1}{2}$ -lb. Packages

1-lb. Packages

50-lb. Drums

100-lb. Drums

250-lb. Kegs

. . . WRITE FOR PRICES . . .

M. & L. Samuel, Benjamin & Co.

ENGLISH HOUSE:

Samuel, Sons & Benjamin

164 Fenchurch Street, London, E.C.

TORONTO

A HINT TO THE LIBERALS.

THE victory of the Liberals at the polls, aside entirely from any political leanings or beliefs, has created a feeling of uncertainty among the business community.

Mr. Laurier has stated that the principle of protection will be adhered to, but at the same time the impression is general that some readjustment of the tariff is on the cards. It is the doubt as to the exact nature of this readjustment that is bothering business men. They don't know exactly where the lightning is going to strike, and until they do business will be contracted abnormally.

The reason is simple. No merchant cares to be caught with a stock of goods on hand on which the old duty has been imposed if a reduction is made. His rival, who has no goods, imports at the low duties, and naturally has an advantage in the point of cost that cannot be offset except at a loss. This is not a natural condition of affairs, and the only remedy is to have no sudden changes in the fiscal policy.

There is no question of politics in this stand. It is simply a matter of business. No merchant can be expected to do business as matters are at present.

This journal has no desire to embarrass the political party who have just been victorious. The Liberals naturally cannot be expected to decide so momentous a question off hand. At the same time, they should afford merchants and traders a secure footing on which to do business.

There is an easy and simple way of doing this. The leaders of the party must know how long it will take them to give the matter a careful consideration. Let them allow for this, say, one year, and announce clearly and unmistakably that there will be no changes for that time, and that at the expiration of the year if any reductions are decided upon importers and manufacturers will receive good and reasonable notice to allow preparation for it.

If the Liberals adopt this method they will make friends of the business community, and trade in the meantime will immediately resume its normal course.

THE COMING MASTER PLUMBERS' CONVENTION.

Corresponding Secretary Hughes, of the Montreal Master Plumbers' Association, has great expectations from the meeting of plumbers from all over the Dominion that has been convened for Thursday, July 2nd, in the Russell Hall, 1796 St. Catherine street, Montreal. He has received replies from Toronto, Hamilton, Halifax, St. John and Ottawa associations, promising that they will be represented, and expects that from ten to fifteen outside delegates will assist at

the deliberations. The president of the Master Plumbers' Association of the United States also may be present, and the editor of American Plumbers' Journal has written, expressing his intention of being present.

MR. LAURIER SPEAKS RE THE TARIFF.

The Hon. Wilfrid Laurier, who arrived in Montreal on Thursday from Quebec, spoke as follows concerning the programme of the incoming Government: "We have been elected on the platform of tariff reform, and it is on those lines that we intend to work. It is but fair that the manufacturers and the people generally should understand that we are Reformers, and not revolutionists. During the campaign it has been frequently reiterated that the manufacturing would be closed and that business would suffer generally.

"What I desire to impress upon you is this: We believe that our policy is a policy which will build up Canada, not one which will bring the Dominion into discredit, and it will be for the future to disclose whether our idea is correct or not. We shall apply ourselves at once to the revision of the tariff, but whatever we do will be done gradually and slowly, and, moreover, no steps will be taken likely to affect any particular interest without due notice being given, so that all concerned may know what our intentions are and why we consider it expedient to make the contemplated changes."

THE BINDER TWINE AGREEMENT.

Early this year an agreement was made between the Consumers' Cordage Company, of Montreal, the Kingston Cordage Company, of Kingston, Alexander Main & Son, of Hamilton, and the Continental Twine and Cordage Company, of Toronto and Brantford, for the sale of binder twine this season. The idea was to secure practically all the Canadian binder twine business and freeze out, so to speak, all who were not in the combine. To successfully do this the companies in the arrangement decided to grant more favorable terms to purchasers than they could secure from other dealers. So, then, the companies offered a rebate of 3 per cent. on all purchases of cordage from 4,000 pounds up to 20,000 pounds, and 5 per cent. on all purchases exceeding 20,000 pounds. Of course, these terms were to be granted only to those who bought exclusively from those concerns mentioned above. What these rates particularly applied to was binder twine, but owing to internal dissensions among the cordage men the arrangement has not been carried out. All the cordage companies lately have been selling wherever they could find a customer, regardless of whether this

customer purchased from other firms or not. It is said that the competition of the Government binder twine factories was largely responsible for the failure of the combine.—Toronto Globe, June 26.

GURNEY'S EMPLOYEES TO PICNIC.

The employees of the Gurney Foundry Co., of Toronto, Ltd., will hold their fourth annual excursion to-day, (Saturday). The objective point is Erie Park, where athletic sports and outdoor games will be indulged in. The excursionists will leave Toronto by the steamer Empress of India at 8.45 a.m., and on arrival at Port Dalhousie will take the train for Erie Park, near Port Colborne.

CAN THE SOUTH COMPETE WITH ENGLAND?

One of the highest metallurgical authorities of England, Mr. Jeremiah Head, who visited the south in 1890 and again in 1894, has just made a report on the "Iron Industry of Birmingham, Ala., with special reference to a possible competition therefrom in British markets," to the British Iron and Steel Institute. The main points of this report, according to Manufacturing Record, present a very strong showing for the south. Mr. Head admits the ability of Alabama to produce iron at a much lower cost than England, and that, notwithstanding all that has been accomplished, the iron trade of the Southern States is yet in its infancy as compared with its future. He believes that there is a great prosperity in store for the iron and steel interests of the south, but he thinks that the growth of this business will more likely injure the northern and western iron trade than create serious competition with England. It is a striking commentary upon the south's position that the British Iron and Steel Institute should find it necessary to secure such a report, and to carefully discuss the possible danger of southern competition.

REBATES.

Secret rebates will paralyze any business which is compelled to compete in transportation, says Implement Age. Uniformity of rates is essential to all legitimate trade. The railroad companies that complained strongly of the "cutting" of rates by competitors were themselves guilty of "cutting" their rates in behalf of favorites in the shape of rebates. The injustice to shippers of the rebate system cannot be sufficiently condemned. No manufacturer was safe or could do business if his rival shipped goods cheaper than he. Rebates gave advantages to large shippers which were not held out to those whose business was on a more limited scale, and permitted the building up of a monopoly which at some day must inevitably crowd the weaker ones to the wall and concentrate the trade of the country in the hands of the trusts and syndicates in every branch of industry.

CARRIER, LAINE & CO.

264½ St. Joseph St., QUEBEC.
145 St. James St., MONTREAL.

 LEVIS, P.Q.

Engineers, Machinists, Boiler Bakers, Founders, Ship Builders and General Contractors, Bridge Builders.

Makers of high-class Steam Engines, Single, Compound and Triple Expansion, Marine and Stationary Engines and Boilers, Steel and Composite Steamers, Tugs, Yachts, etc., etc., Dredges and Derricks, Locomotives, Steam Shovels and Ditchers, Steam Pumps, Hoisting Engines, Horse-Power Hoisters, Passenger and Freight Elevators, Submarine Rock Drilling Machinery, Architectural and General Iron and Steel Work, Dairy, Mill, Miners', Engineers', Railway and Contractors' Supplies.

Parties desiring first-class work should communicate with us before placing their orders.

TRADE CHAT.

THE commercial failures in the United States for the week are reported at 276, compared with 228 in the corresponding week last year.

Selkirk is now the fourth town in the province of Manitoba with a population of 2,000.

The Halifax Metal Workers intend holding their annual picnic and excursion on Findlay's grounds, MacNab's Island, July 1.

The Ontario Nail Works, Hamilton, closed on Wednesday for an indefinite time. Nearly 100 men will be thrown out of employment.

A Guang Curve correspondent writes the Bras d'Or Gazette: Mr. McRath, of Halifax, is down here just now looking for gold, traces of which were reported to exist in our neighborhood.

Miss Louisa Briggs, a niece of Mr. Robert Bond, was yesterday married to Mr. W. G. Marsden, of the Aikenhead Hardware Co., Toronto. The ceremony took place at 27 Gloucester street, that city. Mr. and Mrs. Marsden left on the afternoon train for Muskoka.

According to a special despatch from Rossland, B.C., the Northern Belle has been sold to H. Thorne, W. A. Campbell and J. F. McLaughlin, of Toronto. This

mine is adjacent to the famous Leroi, and is considered the best undeveloped gold mine in that vicinity.

Mr. James Burridge, president of the Gurney-Tilden Company in the west, expects to let the contract this week for a handsome new warehouse in which to transact the company's business. It will be erected on Rupert street. The height is four storeys and a basement; dimensions, 40 x 100; materials, brick and stone.—Free Press, Winnipeg.

About one o'clock on the morning of the 19th inst. fire was discovered in the Thompson Electric Co's works at Waterford, and before any assistance could be rendered the fire had gained such headway it was impossible to extinguish it. The building, which was a large brick structure, was entirely consumed by the flames, being burned to the ground. Nothing was saved except the furniture. The stock was completely destroyed. The origin of the fire is a mystery. Loss \$30,000; insurance \$16,000.

Reports from Sault Ste. Marie show that the Canadian canal there is receiving a fair share of the traffic at that point, no less than 1,293 vessels having passed through the canal since the opening of navigation up to the 19th inst. Recently the largest single lockage ever known at the Soo was made, no less than five vessels of a total length of

1,091 feet and a tonnage of 4,918 tons being passed through at once. The vessels were the steamer City of Grand Rapids, length 135 feet; steamer Spokane, length 311 feet; schooner Iron King, length 265 feet; schooner Iron Queen, length 275 feet; and tug F. H. Stewart, length 65 feet.

Death came very suddenly to Mr. Wm. Workman, hardware merchant, of Stratford, Ont. About 5 o'clock Tuesday he was in his office, and had just picked up the evening paper to read, when he was stricken with apoplexy, and fell back in his seat unconscious. Medical aid was immediately at hand. He could not be roused, and was conveyed to the hospital, but never again regained consciousness and passed away on Wednesday. Mr. Workman was 60 years of age, a son of the late Dr. Workman, of Toronto, and had been in business in Stratford since 1865. He leaves behind a widow and seven children, and his sudden calling off is generally regretted.

Fire broke out shortly before three o'clock on Sunday morning in the boiler shop belonging to and operated by George Taylor, St. Thomas. The fire department was called out, but before it arrived the whole building, which was a wooden structure, was in flames, and nothing could be done to prevent its total destruction. Two streams of water were thrown on the flames, but it only served to lessen the danger to surrounding buildings. In the building there was a good lathe, several boilers, an engine and a quantity of machinery. All of these are a total loss, the amount of loss being placed at \$1,000 or \$1,200, with an insurance of \$650.

When
you want

BAR IRON

Try
GUELPH.

You will get

Rounds that are round.

Squares that are square.

Flats evenly rolled.

Bands tough, with clean, smooth edges.

The Guelph Norway Iron and Steel Co., Ltd.

. . . Rolling Mills, GUELPH

CURIOUS FIGURES.

ARE you a bookkeeper or a bank clerk? If you are, says an exchange, it is ten to one that you don't know the peculiarities of those things with which you juggle daily in your business—namely, numbers. They are certainly very "freaky" things, and the average lay mathematician knows not half the mysteries of which they are possessed, although amusing dissertations concerning them are seemingly without end.

To begin, there is a method of subtracting the sum of several numbers without adding each sum separately.

First make this table :

56,243
84,564 A
3,252
26,848
<hr/>
2,942
3,654 B
2,308
<hr/>
162,003

Let it be supposed to subtract all the amounts below the line at B from all those above it at A. Add all the figures in the first lower column B, which will make it 14, and subtract their sum from the next higher number of tens, or 20. Add the remainder, 6, to the corresponding column above at A, and the total will be 23. Write down 3 at the bottom, and because there were here two tens, as before, there is nothing to be reserved or carried. In a like manner add the figures of the second column in B, which will amount to 9, and this taken from 10 will leave 1; add 1, therefore, to the second column of the upper numbers, the sum of which will be 20; write down a cipher at the bottom, and because there were here two tens, while in the lower column there was but one, reserve the difference and subtract it from the next column of numbers, marked B, before you begin to add. In the contrary case—that is, when there are more tens in any one of the columns marked B than in the corresponding column above it—the difference must be added. In the last place, when it happens that the difference cannot be taken from the next column below for want of more significant figures, as the case here in the fifth column, it must be added to the upper one and the whole sum written below the line. By proceeding in this manner the above result is obtained, and it will be found invariably correct.

Any schoolboy who has passed multiplication in his arithmetic knows that to multiply a number by ten it is only necessary to add a cipher, by one hundred two ciphers, and so on. Hence it follows that to multiply by five it is only necessary to suppose a

cipher added and divide by two. Thus, if it were required to multiply 127 by five, with a cipher added you have 1,270, which, divided by two, equals 635, the product required.

In a like manner, to multiply any number by twenty-five, two ciphers must be added, or first assume that the number has been multiplied by 100, then divide by four. According to the same principle, to multiply by 125 it will be necessary to add three ciphers and divide by eight.

The multiplication of any number by eleven may be reduced to simple addition. Let the number to be multiplied by eleven be 67,583. The whole process may be reduced to the following few strokes of the pencil :

$$\begin{array}{r} 67,583 \\ 675,831 \\ \hline 743,413 \end{array}$$

Just say three and cipher makes three; write down three in the units' place; then add eight and three, which makes eleven; write down one in tens' place and carry one; then add five, and eight and one carried makes fourteen; write down four in hundreds' place, and carry one. Continue adding every figure to the next following one, until the operation is finished.

The same number may be multiplied in a like manner by 111 by first writing down the three, then the sum of eight and three, and so on.

Multiplying by nine may be reduced to simple subtraction. Take, for example, the same number—67,583. The only figures necessary are these :

$$\begin{array}{r} 67,583 \\ 608,247 \\ \hline \end{array}$$

After a cipher is added to the end, subtract each figure from that which precedes it, commencing at the right. Continue in this manner, taking care to borrow ten when the right hand figure is too small.

These are some of the tricks of lightning calculators. It is not hard to learn these various systems, and the peculiarities of each number, and when a man gets them thoroughly into his head he is able to do some things apparently marvellous.

To determine the divisibility of numbers is perhaps one of the tantalizing things mathematicians have to deal with. The following properties are useful :

Any number is exactly divisible by four if its two right hand figures are exactly divisible by four.

When the sum of digits of any number is exactly divisible by three, so is the number itself.

Any even number is exactly divisible by six which is exactly divisible by three.

If the last three figures of a number are exactly divisible by eight so is the number itself.

Any number is divisible by twelve which is divisible by three and four.

"CHEEKY" CLERKS.

The kind journalistic mentors of the young and ambitious clerk constantly treat of the various essentials to success in business, but there is one quality which many successful business men have in excess that these mentors usually ignore or gloss over, and that is, plain, vulgar "cheek," or, as the Frenchman calls it, audacity, says Merchants' Review. This quality does not, perhaps, count for so much in later life as in the early days, when the ambitious youth and would-be proprietor is in a subordinate position. If the subordinate has nothing else than "cheek," but is able to "bluff" his employer, as many of his kidney often are, he will probably, at some time, come down more quickly than he rose, but with a moderate endowment of the other useful qualities and a splendid proportion of "cheek" a young man ought to go far towards fame and fortune in these days of material progress.

When a clerk begins to do unto his employer as he would that his employer should do unto him, from that moment has he begun to sow the seeds of a successful career.

JUDICIOUS WORK.

That there are many business men, remarks an exchange, who defeat their own ends and ruin their own sure prospects by exhausting their strength before they reach the period of success where their best efforts are needed, is now so well known that it is scarcely necessary to call attention to it. In plain words, they are like a certain kind of a pear—they rot before they ripen. Chauncey M. Depew expresses the matter both tersely and convincingly when he says: "I have learned from observation that three things may happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, his services are worthless and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of nature."

It is not the amount of work that counts in commerce now-a-days, but the intelligence displayed in the efforts exerted. The finely arranged and delicately adjusted machine does more and better work than the cumbersome and clumsy apparatus which was its predecessor. Muscles without brains are valueless, and brains are valueless unless healthy. The keen intellect and the ready decision so essential to success can only be counted upon when the brain is active, the liver healthy and the digestion equal to the demands upon it. Give a nation healthy tradesmen and you will insure it a healthy and prosperous commerce.

CHAINS.



COIL, 7 SIZES

Trace, Halter, Tie-out, Post, Heel and Cow Ties.
Tie Weights and Evener Chains, etc.

WRITE FOR CATALOGUE

The B. GREENING WIRE CO., Ltd., Hamilton, Canada
EASTERN AGENCY, 422 ST. PAUL STREET, MONTREAL

"Just a little better than the best"

**LIVE
BICYCLE
AGENTS
WANTED.**

YOUR BUSINESS IS INCOMPLETE

If you have not added to it a line of high-grade and reliable Bicycles. True as this is, it is fully as true that nothing will so jeopardize your business and reputation as a line of unreliable wheels, whose only virtue may be cheapness. The **McCREADY BICYCLES** are well and favorably known from Halifax to Vancouver. A McCready Agency Contract is as good as greenbacks. Write for catalogue and discounts.

The R. A. McCREADY CO., Ltd.

Temporary Premises { 219-221 Yonge Street, Toronto
Cor. Shuter and Yonge

Largest Sporting Goods House in Canada.

When Seconds are Precious

And the filled Fire Pail is in its accustomed place, the incipient fire is as good as extinguished.

EDDY'S Round Bottom Indurated Fibreware Fire Pails cannot be used for ordinary purposes. They must hang on a nail or rest in a rack, and are consequently **always ready when wanted.**

Write us or our agents for prices.

318 St. James St., Montreal
38 Front St. West, Toronto

Agents—F. H. Andrews & Son, Quebec; A. Powis, Hamilton; J. A. Hendry, Kingston; Schofield Bros., St. John; J. Peters & Co., Halifax; Tees & Perse, Winnipeg; James Mitchell, Victoria. Permanent agents not yet appointed for St. John's, Nfld.

The E. B. EDDY CO., Ltd.

HULL, CANADA

MARKETS AND MARKET NOTES

QUEBEC MARKETS.

MONTREAL, June 26, 1896.

HARDWARE.

THE elections have again seriously interfered with business during the present week, and the recent result is calculated to do so. The only really active line was barbed wire, and in this jobbers have experienced great difficulty in filling their orders.

PLAIN WIRE—There is no demand for wire in a jobbing way and business is quiet. It is said that American wire has been sold recently in considerable quantities in the east. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off 30 days, lots of less than 1,000 lbs. f.o.b. Toronto, Montreal and Hamilton; freight prepaid to any point where the rate does not exceed 25c. per 100 pounds.

BARBED WIRE—The demand for barbed wire has increased rapidly of late. Jobbers have been so pressed on account of light stocks that orders have had to frequently wait a week before being filled. We quote: \$3.12½ per 100 lbs. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra. Terms: 60 days, or 2 per cent. off 30 days. Rebate, 10c. per keg carload lots.

CUT NAILS—Business continues quiet, and demand is confined to actual wants. We quote \$2.75 f.o.b. Montreal; freight prepaid in Ontario, where the rate does not exceed 25c. per 100 lbs.

WIRE NAILS—There has been no change in demand as compared with last week. Discounts, 70 and 10 f.o.b. Montreal in Quebec, and 70 and 5 in Ontario, with de-

livery of 10-keg lots, where rate does not exceed 25c. per 100 lbs., as before.

HORSE NAILS—Very few horse nails are moving. Discount, 50 per cent.

HORSESHOES—No change of moment is noted in horseshoes. We quote: Iron, \$3 50, and steel, \$4 75 to \$5.75.

WROUGHT SPIKES—Have ruled rather easy, with a slow demand. Discounts average 30 per cent.

SCREWS—Without feature. Discounts are: Flat head bright, 80 per cent.; round head bright, 75 per cent.; flat head brass, 77½ per cent.; round head brass, 72½ per cent.

TACKS—Business in tacks very dull.

BUILDERS' SUPPLIES—Without feature.

BRASS AND COPPER WIRE—A fair enquiry in a small way is experienced. Discount, 12½ per cent.

CARRIAGE BOLTS—There has been a fair enquiry for these at 60 per cent. discount off the list.

IRON RIVETS—There is no change in iron rivets. Discounts are: 60 and 10 on stove bolts, 55 and 10 on iron rivets, and 50 and 10 on iron burrs.

COPPER RIVETS—There is a fair jobbing demand for these on the basis of 50 per cent. off the list.

BINDER TWINE—Business quiet and prices unchanged at 6¾ to 8¼c. as to brand.

ROPE—There is still a fair demand for rope. We quote: Sisal, 7c. for 7-16 and upwards, and manilla, 9¼c.; deep sea line, 13½ to 14c.

BELTING—A fair business was done. Discounts range from 45 to 50 per cent. on standard, 40 to 45 per cent. on extra and 50 to 60 per cent. on No. 1.

CUTLERY—A moderate demand continues for cutlery.

SPORTING GOODS—There is a fair enquiry for sporting goods and ammunition.

GREEN WIRE CLOTH—Market is almost over for this line. We quote: \$1.50 to \$1.60 per 100 feet.

CHAIN—Little or nothing doing in chain.

PLUMBERS' SUPPLIES—There has been some enquiry for this line, but not to any great extent.

ICE CREAM FREEZERS—They still move slowly but steadily at \$1.40 to \$7.

CLOTHES WRINGERS—Light demand, and prices steady at \$1.50 to \$7, as to size.

CHURNS—Little or nothing doing in churns. We quote 70 per cent. off the list.

TOOLS—Harvesting and draining tools meet some enquiry.

AXES—Quiet and featureless. We quote: Buck axes, \$5.75; ordinary chopping, \$7; small steel, \$5 50 per doz.

BUILDING PAPER—A fair jobbing enquiry is noted for building paper and prices are unchanged. We quote: Plain, 35 to 40c; tarred lining, 45 to 50c, and do roofing, \$1 40 to \$1 50.

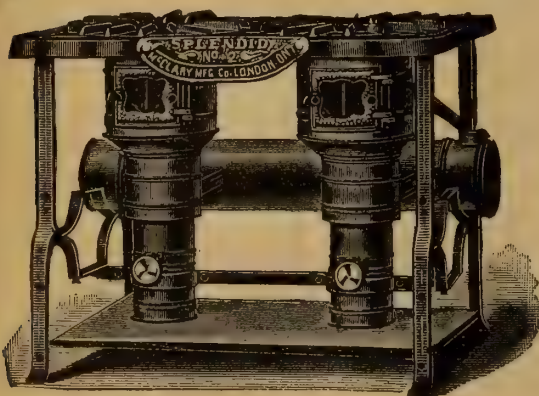
CEMENT—Business dull in cement. English \$1 90 to \$2 and Belgian \$1.80 to \$1.90.

FIREBRICKS—Business dull at \$16 to \$22 per 1,000, as to brand.

METALS.

There has been little or nothing doing in iron and metals during the past week.

PIG IRON—It is doubtful if there has been a single large transaction either in Scotch or Canadian pig iron during the past week. We quote: Summerlee, \$19; Carron, \$19 50, and Nova Scotia brands, \$16 50 to 16.75.



Splendid Oil Cook

"The Splendid" embodies the experience and improvements of the past twenty-five years. Powerful 8-inch circular burners. Wicks easily cleaned, removed or replaced. **Brass Reservoir located so that it is impossible to become heated.** Steel top and frame. Roasting, baking and broiling can be done to perfection. **NO ODOR.** Made in 3 sizes—1, 2 or 3 burners. All operations are of the greatest simplicity. A child can operate.

The McClary Mfg. Co.

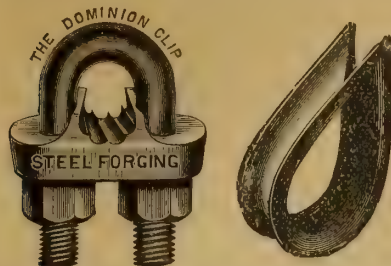
LONDON
TORONTO

MONTREAL

WINNIPEG
VANCOUVER

If your Local Dealers cannot supply, write our nearest house.

WIRE ROPE FASTENINGS



DERRICK, HOISTING AND GUY ROPES

MANUFACTURED BY

THE DOMINION WIRE ROPE CO. LTD.

164 St. James Street

Send for 1896 Catalogue)

MONTREAL

ALL OVER

The elections are all over, and now you can settle down to business, and send us your orders for horse nails, or give them to your wholesale dealer from whom you usually purchase. Only be sure you order and specify for the "C" brand if you want the best, and do not accept substitutes. Our name and trade mark is on each box.

CANADA HORSE NAIL CO.

Montreal

DRAIN PIPES

Best Canadian and
Scotch brands . . .

. . . Always in stock

• FIREBRICKS •

Large quantities to arrive
on first steamers.

OUR PRICES ARE LOW.

F. Hyde & Co.

30 Wellington street, MONTREAL



"BUILD TO-DAY THEN,
STRONG AND SURE.
WITH A FIRM AND
AMPLE BASE."
— Longfellow.

DO YOU?

WISH THUS TO BUILD
an
advertisement
in the
CONTRACT-
RECORD,
TORONTO
will bring you
tenders from the
best contractors.

BAR IRON—Quiet and unchanged on the basis of \$1 60 to \$1 65.

HOOPS AND BANDS—There is little change to report. We quote \$2 25 to \$2 30.

SHEET STEEL—It is said that some import orders have been laid down at less money recently, and for this reason we shade our quotation: \$2.50 to \$2.75 for 8 to 16 gauge, according to quantity

SHEET IRON—There has been little change in black sheets. A moderate trade has been passing at \$2 40 to \$2 50.

TINNED IRON—No change from a week ago, business being quiet on the bases of \$5.75 up to 24 gauge.

LEAD PIPE—Fairly active in a small way at 7 to 7 7/8c., 30 per cent off

PIG LEAD—There is a fair enquiry at \$3.25 to \$3 35

GALVANIZED IRON—Business is quiet both for import and from stock. We quote \$4.25 to \$5 as to grade

INGOT TIN—A few small transactions were noted during the week. Prices are unchanged at 16 1/2 to 17c.

INGOT COPPER—Quiet and unchanged at 12 to 13c.

SHEET COPPER—Featureless at 15 1/2 to 16c.

TIN PLATES—The firm feeling abroad remains, but there is little life to the enquiry from stock here. Prices are steady at \$2.65 to \$2.75 for coke and \$3 to 3.25 for charcoal.

IRON PIPE—Trade fair in a small way. Discounts range from 55 to 70 and 10 off the list.

CANADA PLATES—There is no change in these. Prices range from \$2.15 to \$2 25, for ordinary business.

TERNE PLATES—Are firmly held, but quiet, at \$5 75 to \$6 25

SOLDER—Remains quiet at 11 1/2 to 13c.

SHEET ZINC—Steady, but quiet, at the recent advance: 5 to 5 1/2c.

SPELTER—Quiet and firm at \$4 50 to \$4.75.

ANTIMONY—No change, prices ruling steady at 10c.

GLASS.

There is little change in the demand for window glass. Buyers continue to restrict themselves to actual wants, leading to a small volume of business. We quote: \$1.30 to \$1.35 for first break, \$1 40 to \$1.45 for second break per 50 feet, and \$2.80 to \$3 per 100 feet for other breaks.

PAINTS AND OILS.

Business has been rather quiet during the past week. It is expected now that the elections are over that trade will resume its usual swing once more. This branch of business enjoys very little protection from

Wire Solder

DO YOU USE IT ?
I MAKE IT.

Write for Sample and Price.

W. G. HARRIS

25-31 William St., Toronto

TELEPHONE 1729

There
are many
wheels of
good
quality
on the
market
but the
finest of
all is the

"Dayton"

See
it for
yourself.

J. & J. Taylor

TORONTO SAFE WORKS

the Customs duties, so that tariff revision of whatever kind will not appreciably affect values. In all lines quotations are unchanged.

WHITE LEAD—In good demand with a firm and rather upward tendency. We quote: Choice brands Government standard, \$4 75; No. 1, \$4 50; No. 2, \$4 25; dry white, \$4 50

RED LEAD—Firm and unchanged. We quote: Pure, 4c. in casks, and 4 1/4 c. in kegs; No. 1, 3 3/4 c. in casks, and 4c. in kegs.

LIQUID PAINTS—Continue in good demand at listed figures.

PARIS GREEN—Demand is of a moderate character this week. We quote: Casks, 14c.; drums, 14 1/2 c., and packets 15c.

LINSEED OIL—Has a firmer tendency, but sellers can still be found at last week's quotations. Raw 51c. and boiled 54c.; round lots 1c. less.

TURPENTINE—Steady at 40c in any quantity, less 3 per cent. 30 days.

NAVAL STORES—There is little change either in resins or oakum. We quote: Resins, \$5 85 to \$5, as to brand; coal tar, \$3 to \$3.50; cotton waste, 4 1/2 to 5 1/2 c. for colored, and 7 to 8c. for white; oakum, 5 to 7c., and cotton oakum, 9 to 11c.

CHEMICALS, ETC.

Business in heavy chemicals on spot has been quiet, demand being confined to supplying actual wants. We quote: Bleaching powder, \$2 00; bicarb. soda, \$2 25 to \$2 35; sal. soda, 70 to 80c.; carbolic acid, 1-lb. bottles, 25 to 30c.; caustic soda, 60 per cent., \$1.75 to \$2; do., 70 per cent., \$2 to \$2.20; chlorate of potash, 17 1/2 to 20c.; alum, \$1.40 to \$1.50; copperas, 60 to 75c.; sulphur flour, \$1 50 to \$2; do. roll, \$1 50 to \$2.20; sulphate of copper, \$4 50 to \$4 75; white sugar of lead, 7 1/2 to 8 1/4 c.; bich. potash, 10 to 12c.; sumac Sicily, per ton, \$50 to \$60; soda ash, 48 and 58 per cent., \$1.15 to \$1.50; chip logwood, \$2 to \$2.50; cream of tartar, per lb., 27 to 32c. Glycerine, per lb., 20 to 25c.

PETROLEUM.

No change to note in petroleum, which rules very quiet. We quote as follows: Canadian refined, in car lots, 15 1/2 c., 20 barrels, 16c., and smaller quantities, 16 1/2 c., 1 per cent. off for cash; American Acme prime white is quoted at 19c. in car lots, and 20c. in smaller quantities; Acme water white, 20 1/2 c. in car lots, and 21 1/2 c. in small lots; Pratt's astral, 22 1/2 c. in car lots, and 23 1/2 c. in small quantities.

HIDES.

The hide market is firm at the recent advance. We quote 4 to 6c., as to grade.

ASHES.

There is a slightly easier feeling in ashes and prices are somewhat lower than a week

ago. We quote: Pots, firsts, \$3.60; seconds, \$3.30, and pearls, \$4.75 per 100 lbs.

MONTREAL NOTES.

Richardi & Beachtold, manufacturers of woodenware specialties, have appointed Lamplough & McNaughton, Montreal, to represent them in Canada.

Francis Hyde & Co. are having good results from their double X American fire-brick, which is taking well in this market.

W. Grose, St. Dizier street, the sales agent for the Canada Lantern Co. and other hardware specialties, is leaving for the west this week.

The firmer feeling noted in linseed oil last week is continued, but there is no quotable change, as holders are still prepared to sell at the low figures.

Receipts of cement during the past week have been 2,300 barrels Belgian, and 2,700 barrels English. This makes the total to date 24,070 English, and 19,955 Belgian.

Lamplough & McNaughton, Montreal, have been appointed Canadian agents for the Columbia Iron Co., manufacturers of all kinds of hardware novelties, also kitchen and household ware. The trade will be supplied with illustrated catalogues on application to the firm's office, St. Sulpice street.

ONTARIO MARKETS.

TORONTO, June 26, 1896.

HARDWARE.

BUSINESS the past week has not been as good as it was at the time of our last review. The elections were undoubtedly the cause, for besides the natural tendency there is on the part of nearly everyone to talk politics instead of business, most of the travelers did not get out upon their respective routes till Wednesday, while practically no country merchants have been in the city during the week. Now, however, that the elections are over, wholesalers are expecting an increased movement of merchandise. Although in general hardware the volume of business is smaller than it was last week, the same remarks do not apply to tinware, graniteware and housefurnishing, the trade in these having been fairly well maintained. The same may be said with regard to barb wire, ordinary fence wire and cut and wire nails. In the country trade also keeps up well in plumbers' supplies. Poultry netting is a line which shows some activity, and stocks in it are getting low. Payments are fair.

FENCE WIRE—The improved demand noted last week for galvanized iron has been maintained. Discounts, 20 per cent. off the list. Terms, 4 months, or 3 per cent. off thirty days; in lots of less than 1,000 lbs. freight is prepaid to any point where rate

does not exceed 25c. per 100 lbs.; smaller lots f.o.b. Toronto, Montreal and Hamilton.

BARB WIRE—The demand for barb wire remains much about the same as a week ago. The demand for plain twist is a little more active. The same may be said of truss cable. We quote as follows: Barb wire, \$3; plain twist, \$3 per 100 lbs.; staples, \$3. Freight prepaid on 1,000-lb. lots to points where freight rate does not exceed 25c. per 100 lbs.; on spools lighter than 75 lbs. 10c. extra will be charged. Terms: 60 days, or 2 per cent off 30 days.

CUT NAILS—Orders are coming in a little better than they were a week or two ago. Base price, \$2 75 per keg, with a rebate of 5c. allowed to retailers. Freight prepaid on 10-keg lots to points where rate does not exceed 25c. per 100 lbs.

WIRE NAILS—Some wholesalers' orders are a little more numerous than they were a week ago. Discounts are 70 and 5 Ontario, with delivery of 10-keg lots to points where rate does not exceed 25c. per 100 lbs. Discounts in Quebec, Maritime Provinces and British Columbia are 70 and 10 per cent., and Manitoba and the Territories 67 1/2 per cent.

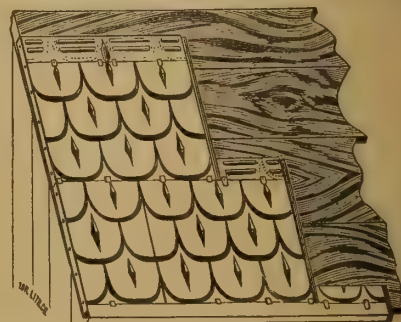
HORSE NAILS—Only small lots are being called for, and business as a rule is exceedingly quiet. Discount, 50 per cent.

HORSESHOES—The increased demand noted last week appears to have been maintained. At the same time, however, the volume of business is not large. We quote, f.o.b., Toronto: Iron, \$3.60; Steel, No. 0, 1, 2, \$5.60; 3, 4, \$4.85; assorted, \$5 to \$5.35; toe weight, \$5 80.

SCREWS—Trade is still quiet. We quote: Flat head, bright, 80; round head, bright, 75; flat head, brass, 77 1/2, and round head, brass, 72 1/2 per cent.

**WE ARE
ALWAYS
ON TOP**

ROOFING



Our business is the manufacture of

Sheet Metal Building Materials

and we make the latest and most desirable designs on the market, for both inside and outside finish. Get our new catalogues. Our prices will always meet any competition.

THE PEDLAR METAL ROOFING CO.
OSHAWA, ONT.

BRASS AND COPPER WIRE—Demand continues fair. Discount, 12½ to 15 per cent.

CARRIAGE BOLTS—The improved business noted last week appears to have been maintained. Discount, 60 per cent.

RIVETS AND BURRS—The demand appears to keep fair for copper rivets. We quote: Stove bolts, 60 and 10; iron rivets, 55 and 10; iron burrs, 50 and 10 per cent.

BINDER TWINE—There is no evidence of a revival of trade in this line yet. We quote: Pure manilla, 600 feet to the lb., 8¼c.; mixed twine, 575 feet to the lb. (blue crown), 8c.; mixed twine, 550 feet to the lb. (red crown), 7½c.; sisal twine, 6¾c. per lb. These quotations are subject to rebate.

ROPE—Business is on the quiet side. We quote: Sisal, 7-16 in. and larger, 6¾c.; ¼, 5-16, ¾ in., 7¼c. Manilla, 7-16 in. and larger, 9c.; ¼, 5-16, ¾ in., 9¼c.; deep sea line, 13½c. for water laid, and 14½c. for machine-made; hemp, 7 to 9c.

LEATHER BELTING—Business continues fair. Discounts: Standard, 45 to 45 and 10 and 10 per cent.; extra, 40 to 40 and 10 per cent.; No. 1, 50 to 55 and 10 per cent.

CUTLERY—No special features have developed, there only being a small trade doing.

SPORTING GOODS—Powder and shot are about the only lines which are attracting attention.

GREEN WIRE CLOTH—Only orders for small lots are being received. We quote \$1.50 per 100 square feet.

COIL CHAIN—Trade still remains in an uninteresting condition. Ruling quotations are: Quarter inch, 4¾c.; ¾ inch, \$3.70; ½ inch, 3.25. Large quantities can be shaded.

PLUMBERS' SUPPLIES—Trade is being fairly well maintained, particularly on country account. The demand for baths, if anything, has increased.

ICE CREAM FREEZERS—The demand has improved, a good many freezers having gone out during the past week. We quote: \$1.40 to \$7, according to capacity.

CLOTHES WRINGERS—The demand is light at \$26.50 to \$27.

CHURNS—Trade is quiet. Discounts are: 70 and 5 per cent. from factory and 70 per cent. from stock.

SCREEN DOORS AND WINDOWS—Trade is about over, only small quantities being wanted.

TOOLS—Trade is being fairly well maintained in harvest tools, draining tools and garden tools.

GARDEN HOSE—The demand continues fairly active. We quote: Lion, 70 to 70 and 5 per cent; Competition, 75 to 75 and 5.

METAL BUILDING MATERIAL

**Siding, Ceiling,
Roofing, Lathing,
Shutters and Doors**

Of our well known Patented
and Registered Designs at
very close prices to the trade.

Metallic Roofing Co., Ltd. *Cor. King and Dufferin Sts.* **Toronto**

BUILDING PAPER—Trade is fair without any special feature. We quote: Plain building, 35c. per roll; tarred lining, 45c; tarred roofing felt, \$1.55 to \$1.60 per 100 lbs. These prices can be shaded for quantities.

POULTRY NETTING—Stocks are getting low. The demand during the past week has been good for certain sizes. Discounts, 65 and 10 to 70 per cent.

TINWARE, ETC.—Tinware is still going out freely, and quantities are fairly divided between pressed and pieced ware.

METALS

Trade remains much about the same as it did a week ago. A feature of it has been a number of enquiries for brass rods for special purposes.

PIG IRON—There is nothing doing.

BAR IRON—Is still quiet and featureless. The idea as to base price is still \$1 55 f.o.b. factory, and \$1 60 to \$1.65 from stock for ordinary quantities.

HOOP AND BAND IRON—The increased activity noted last week has been maintained. We quote \$2.30 to \$2 35, according to quality.

SHEET STEEL—The improvement noted last week has also been maintained in this line. We quote: 8 to 16 gauge, \$2.75 per 100 lbs; 18 to 20, \$2.60; 22 to 24, \$2.60; 26, \$3; 28, \$3 25; "Dead Flat," 14 to 16 gauge, 3¼ to 4c. per lb; do. 26 gauge, 4¼c.

BLACK IRON—Neither has this line lost any of the improvement gained last week. We quote: 10 to 12 gauge, \$2.60 per 100 lbs.; 14 to 16 gauge, \$2.70; 18 to 20 gauge, \$2 30; 22 to 24 gauge, \$2.40; 26 gauge, \$2.50; 28 gauge, \$2 60.

TINNED IRON—Trade is quiet and featureless. We quote: Up to 20 gauge, \$5.75 per 100 lbs.; 22 to 24 gauge, \$6.13; 26 gauge, \$6.50; 28 gauge, \$7; special cut sizes, 4¾c.; extra large sizes, 6¾ to 7¾c. per lb.

LEAD PIPE—Trade has been better during the past week than for some time. We quote: Lead pipe, 7c; lead waste, 7½c., discount, 30 per cent off.

PIG LEAD—There has not been a great deal doing during the past week. We still quote 3¼ to 3½c.

GALVANIZED IRON—Trade has been good, both as regards shipments from stock and import orders. Prices are firm at quotations. We quote Queen's Head or equal brands: 16 gauge, \$4 50 per 100 lbs; 17 to 20, \$3 85; 22 to 24, \$4.00 to \$4 25; 28, \$4.60. Cheaper grades can be obtained 25c. per 100 lbs. less.

INGOT TIN—Business is much about the same as it was a week ago, namely, fair. We quote 16½ to 18c.

INGOT COPPER—A few orders have been received during the past week at the advanced price. We quote 13c.

SHEATHING COPPER—Sales have been fair. We quote 15 to 17c. for 16-oz.; lighter gauges in proportion.

IRON PIPE—Half-inch galvanized pipe has advanced, the discount now being 47½ per cent. Trade during the week has been fairly brisk. We quote: English, ¼, 60 and 10 per cent.; ¾ to ½ inch, 67½ per cent; ¾ to 1¼ inch, 70 per cent; 1¼ to 1½ inch, 70 and 5 per cent; 2-inch, 70 and 10 per cent; Canadian and American, ¼-inch, 67½ per cent.; ¾ and ½ inch, 67½ per cent.; ¾, 1, 70; 1¼ and 1½ inch, 70 and 5 per cent; 2 inch, 70 and 10 per cent; galvanized iron pipe, ½ inch, 47½ per cent.; larger sizes, 50 to 50 and 5 per cent.

RANGE BOILERS—The demand has fallen off considerably during the past week. The demand for copper boilers on the other hand has increased. We quote: Domestic, galvanized, 30 gal., \$5.75 to \$6; 35 gal., \$6.50; 40 gal., \$7.25; American, iron-clad, 30 gal., \$6; 25 gal., \$6.75; 40 gal., \$7.50; copper, 30 gal., 22; 35 gal., \$26; 40 gal., 30; discount off copper boilers, 20 per cent.

CANADA PLATES—There is not much doing. We quote: All dull, 52 sheets, \$2.30; half polished, \$2.45; all bright, \$2.90.

TIN PLATES—Trade is only moderate. We quote: Charcoal, I C, \$5; I X, \$6.25;

I X X, \$7.50. Coke, \$2.90 and \$3.15 for special sizes.

SOIL PIPE—The demand continues brisk at the discount of 60 per cent.

TERNE PLATES—There is very little doing, trade having fallen off during the week. We quote: I C, \$6.25; I X, \$7.50.

SHEET BRASS—The demand is fair at unchanged prices. Discounts, 25 to 33½ per cent, according to quantity.

SOLDER—Trade continues fairly good. We quote 11½c. for standard, and 12c. for half and half.

ZINC SPELTER—Much as before: Imported, ton lots, 4¾c., and small lots, 4¾c.

SHEET ZINC—Very little doing. We quote 5¼ to 5½c.

ANTIMONY—Quiet. We quote: Cookson's, 9c. in cask lots, and ordinary at 8c.

OLD MATERIAL

Trade has improved, particularly in metals. We quote: Agricultural scrap, 50 to 55½c. per cwt.; machinery cast, 50 to 60c. per cwt.; stove cast scrap, 32½ to 35c.; No. 1 wrought scrap, 50 to 55c. per cwt.; No. 2, including sheet iron and hoop iron, 10c.; new light scrap copper, 7 to 7½c. per lb (bottoms), heavy scrap copper, 8 to 8¼c.; new light, 7 to 7½c.; light scrap brass, 4 to 4½c.; heavy yellow scrap brass, 5½ to 6c.; heavy red scrap brass, 6½ to 7c.; scrap lead, 2c.; zinc, 1¾ to 2c.; scrap rubber, ¾ to 3½c.; country mixed rags, 50 to 60c.; clean dry bones, 45 to 50c. per 100 lbs.

GLASS.

Nearly all the import orders for window glass have been delivered to their respective destinations throughout the country. There has been a marked falling off in the demand from stock, compared with other years at this time. The demand for plate glass is fair. There is a good enquiry for fancy glass. We quote: \$2.20 to \$2.30 for first break, \$2.50 to \$2.90 for third, and \$3.20 for fourth break. For first break in 50-foot boxes we quote \$1.15 to \$1.25.

PAINTS AND OILS.

In common with other branches of trade the outflow of paints, colors and varnishes was materially checked by the excitement incidental to the elections during the past week. The change in the political horizon will not affect values in this industry, as on the whole, Customs protection is extremely light. It is to be hoped that business matters will now be brought to the front and politics relegated to the background. Stocks are undoubtedly light in the country, and trade should now get a "fillip." The demand for white lead is still unchecked and indications point to higher figures. Prepared paints are being shipped freely, and a good consumptive demand is expected

Best Varnishes

FOR CARRIAGE WORK

Manufactured by

McCaskill, Dougall & Co.

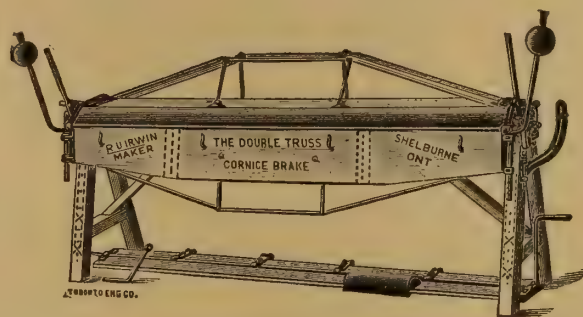
Varnishes for House Painters, Boat Builders, etc., etc. MONTREAL

Friction Pulley Board

Manufactured by

THE DOMINION LEATHER BOARD CO.

... MONTREAL ...



Our 8-foot Brake for \$60

Bends 20-gauge iron or lighter, and guaranteed to do perfect work. Sent on trial if desired. Also 8-foot beader for \$12, the handiest made. Send for circular to . . .

THE DOUBLE TRUSS CORNICE BRAKE CO.

Shelburne, Ont.

Boeckh's — BRUSHES AND BROOMS



The Collins Twist Wire Fence No. 2

The latest and best Fence Wire, with our new and improved Cross Sections and Locks, making it thereby the strongest, most durable and cheapest fence offered to-day—easily and quickly put up—no tools required. Plenty of allowance for contraction and expansion with heat and cold—will not sag or get out of shape. Write for prices and circulars—letters cheerfully answered.



The COLLINS MANUFACTURING CO. 66 Esplanade St West Toronto, Ont.

Established 1860.

Incorporated 1895.



Steel Shingles and Brick Siding

QUEENE ANNE.

We make these shingles of three different weights of Steel, galvanized after they are made up, or painted.

Brick Siding, 3 qualities, Ridge Cap, etc., also Metallic Ceiling in a variety of attractive patterns.

THE THOS. DAVIDSON MFG. CO. Ltd.

Write for Prices.

MONTREAL.

all through the season. The enquiry for Paris green is rather disappointing, and is in great contrast to this time last year, when the potato bug could hardly get enough, and, like Oliver Twist, "called for more." Large buyers of putty are now making arrangements for their fall requirements, and prices are steady.

WHITE LEAD—Ex Toronto, we quote: Pure white lead, \$4 75 to \$5; No. 1, \$4 50 to \$4 75; No. 2, \$4 to \$4 25; third grades, \$3 75 to 4; dry white lead in casks, \$4 50.

RED LEAD—We quote: \$4 in casks, \$4 25 in 100-lb. kegs

LIQUID PAINTS—Pure, \$1 to 1.25 per gallon; No. 2 quality, 90c. per gallon.

PARIS GREEN—250 and 500 lb. casks, 13½ to 14c; drums, 14 to 14½c; 1-lb. packages, 15½c; ½-lb. packages, 17c; ¼-lb. packages, 19c.

PARIS WHITE—We quote 90c

WHITING—This sells at 6c. per 100 lbs.

LINSEED OIL—Raw, 1 to 4 barrels, 53c; ditto, 5 to 9 barrels, 52c; boiled, 1 to 4 barrels, 56c; ditto, 5 to 9 barrels, 55c; freight allowed; in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto, Hamilton, London and Guelph are 2c less than the above.

TURPENTINE—We quote: 1 to 4 barrels, 41c.; 5 to 9 barrels, 40c.; freight allowed;

in less quantities than barrels, 5c. per gallon extra will be added and packages charged for. Prices in Toronto are 3c. per gallon less than above quotations

GUM SHELLAC—32½ to 35c.

CASTOR OIL—In cases, 6½c. per lb and ¾ to 7c in small lots.

LITHARGE, ORANGE MINERAL AND RED LEAD—We quote: Genuine red lead, in 100-lb kegs, \$4 25; No. 1, do, \$4.

PUMICE STONE—Steady, at 2½ to 3c in barrels and 4½c in less quantity.

PUTTY—In bulk, casks 800 lbs., \$1.70; bladders, in 400-lb. barrels, \$1 85; bladders in 100-lb. cases, \$1.95; 25-lb. tins, 4 in case, \$2.10; 12½-lb. tins, 8 in case, \$2.35.

HIDES, SKINS, WOOL AND TALLOW.

HIDES—Are unchanged with sales of cured at 5¾. Dealers pay 5½c. for No. 1, 4½c. for No. 2, 3½c. for No. 3.

CALFSKINS—Market is dull at 6c. for No. 1 and 4c. for No. 2. Lambskins are firm at 30c., and pelts 15c.

WOOL—Receipts are fair, and prices unchanged. Fleece brings 17 to 18c.; rejections, 15c., and unwashed, 11c. Pulled supers are 19½ to 20c., and extras, 21c.

TALLOW—Unchanged at 3¼ to 4c. for rendered.

PETROLEUM.

Prices are fractionally lower. We quote in 1 to 10 bbl. lots, imperial gallon,

Toronto: Canadian, 15½c.; carbon, safety, 17c.; Canadian water white, 17c.; American water white, 19 to 19½c.; Pratt's astral, 19½c. in bulk.

MARKET NOTES.

W. Grose, of Montreal, was in Toronto this week.

The price of half-inch galvanized pipe has advanced, the discount now being 47½ per cent.

M. & L. Samuel, Benjamin & Co. are closing out a line of corkscrews at very reduced prices, and enquiries for quotations are invited.

By a fire in the Chanteloup Manufacturing Company's premises, Montreal, on Thursday night, about \$10,000 damage was done.

W. C. Reaman, of the Winnipeg branch of the Jas. Robertson Co., Ltd., is visiting the head office this week.

M. & L. Samuel, Benjamin & Co. report a good sale for the "Ideal" spring hinge. A difficulty was experienced this time last year in obtaining stock from factory. This will not occur this season, as the firm have fully anticipated the probable demand.

M. & L. Samuel, Benjamin & Co. are handling a glistening cream, and also a crockery cement, which should both be kept in stock by every hardware dealer. This is

Remington Bicycles

1896 NEW MODELS

BEAUTY, STRENGTH, LIGHTNESS AND DURABILITY

The New 1896 MODELS are elegant in appearance, remarkable for simplicity of construction, have the greatest structural strength combined with lightness of material. We guarantee ease, speed and durability, under prolonged and incessant use. **FINEST WHEEL IN THE WORLD.**

Light Roadsters,
Ladies', Racers,
Tandem--
Boys' and Girls'

Write for Remington Art Catalogue

BOWMAN, KENNEDY & COMPANY, Wholesale Agents,

London, Ont.

a line on which a good profit can be made, which is a consideration in these times of close figures.

UNITED STATES MARKETS.

NEW YORK, June 26, 1896.

PIG TIN—In some quarters a rather better run of jobbing orders was reported, intermingled with which were a few of larger size. Out of these a very fair amount of business resulted, but the buying seems to be conducted on conservative lines, indicating that the enormous amount of tin in sight outweighs other market conditions in the calculations of a majority of buyers. Speculation in this quarter continues to be tame and uninteresting, with London fluctuations apparently the only clue to operations. Prices averaged a slight fraction lower, or about 13.45c. 'Change contract terms for early delivery and 13.50 to 13.60c. f. o. b. outside, as to quantity.

COPPER—Home consumers are buying in a moderate way only and manifest no sign of deviating from the conservative course that they have followed for a considerable time past. Exporters' operations are kept a close secret and the volume is, therefore, problematical. Surface indications, however, are that the deliveries on home trade and export account are still of large amount and the fact is plain that prices here are held very firmly despite wide fluctuations in the London market. A fair line of quotations at present is 11¼c. for Lake Superior ingot, 11½ to 11¾c. for electrolytic and 10¾ to 11¾c. for casting stock. The London market broke 12s. 6d. early in the day, but the decline was subsequently recovered. Speculation there has moderated somewhat.

PIG LEAD—Prices have stiffened somewhat, in sympathy with higher cost at primary points, due to the strike of Colorado miners, and 3.05c. is now seemingly the inside rate for common domestic, prompt or near-future shipment. Some increase in business has taken place, chiefly for July and later shipment from the west, but the entire movement is still small, all things considered. London cable was £10 18s. 9d. for soft Spanish.

SPELTER—Goods brands of Western at less than 4.10c. have become scarce, and some holders have raised their limits to 4.15c. for either prompt or near future shipments. Dealings are still rather light in this quarter and the demand is slow. The better tone of the market is due mostly to firmer attitude of sellers at primary points. London cable quoted £18 7s. 6d. for good merchant brands.

ANTIMONY—The market remains quiet and prices are without change. We quote :

7½ to 7¾c. for Cookson's, 6¾c. for Hall's and 6½c. for Japanese.

TIN PLATE—The market remains very quiet; surprisingly so, in fact, for this season of the year. Stocks here are moderate, and American manufacturers have little plate on hand. To that extent the position is strong, but orders are extremely scarce and the values, therefore, only hold steady despite the favorable situation otherwise.

IRON AND STEEL—In pig iron no important business is taking place and none seems to be under way. For that matter, enquiries are extremely commonplace, while the best inducements held out by sellers fail to stimulate purchases in the least. Prices are still rather weak, but without quotable change.

Old material is quite steady in price, under the influence of fair demand. Old iron T rails fare particularly well in this connection; about 500 tons were sold at a Sound port, prices not made public.

The steel rail market and the manufactured iron trade generally remain rather quiet.

PRODUCTION OF GLUE.

It is estimated, says Woodworker, that the annual production of glue in the United States is about 60,000,000 pounds, nearly all of which is consumed here, but from present indications the yield this year will be much less than that quantity. A prominent authority on the subject expresses the belief that from now until the first of November, when the factories again actively resume business, not less than 40,000,000 pounds of glue will be required by the consumers in the United States, against which he estimates that less than 30,000,000 pounds will be produced. The same conditions that confront the glue industry here are likewise existing, in a modified degree, in Europe, where prices are hardening, just as they are in our markets; though on the other side, up to this time, the resources of manufacturers have enabled them to fill all orders with comparative ease.

CLEAN YOUR CELLAR.

In the spring, summer and autumn, if not in mild winters, the cellar should be kept scrupulously clean, especially if used as a receptacle for food products that are to be disposed of in the store, says Merchants' Review. There may be excuse for the grocer who invites disease in his own family by keeping the cellar under his store and living apartments in a filthy condition, but there is none for the dealer who thus threatens the health of customers. The dirty cellar is a fruitful hotbed of disease germs, notably those of diphtheria, and must be well ventilated as well as kept clean, in order to ensure the health of the family.

WHERE IS THE PROFIT?

IN these days of fierce competition business men, in their desire to undersell their neighbors, are too apt to lose sight of the actual cost of the goods they offer for sale, says The Hub. They imagine that because they buy a thing for \$1 and sell it for \$1.10 that they have made 10 per cent. profit, forgetting that they must add many items to the purchase price before they can get at the actual cost. There is rent—a very important item—bad debts, depreciation in value of plant, wear and tear on stock, insurance, clerk hire, advertising and innumerable other items. It is failure to take these things into account that causes so many of the business troubles of the day. In former times, when the general business custom permitted the sale of goods at a large margin above the purchase price, merchants did not need to look so closely into all these little items, for the added 50 or 60 per cent. was ample to cover everything and still leave a comfortable margin, but now, when custom compels every man to shave his profits down to the lowest possible margin, the temptation is great to forget the actual cost and to sell goods at a loss rather than at an advance. But this thing cannot go on for ever in any business, and sooner or later the thoughtless man goes to the wall. Yet his evil influence has not ceased with his failure, for unfortunately he has established a precedent and has educated people to expect a low price on the goods he sold, so that it is difficult to get the standard back to a fair living profit. Then comes the inevitable cut in quality, since the price cannot be put back to where it belongs, and so things go on from bad to worse. When will our business men have courage to look at these things exactly as they are and refuse to sell for less than cost and a fair living profit?

CAUSES OF FAILURE

In the Hardware Trade and How Avoided.

As long as there are failures, subjects that furnish information how to prevent them will always be timely. We have published, in pamphlet form, three admirable papers on the above topic, in which Over-Stocking, Expense, Capital, Credit, Discounts, Buying, etc., etc., are ably discussed. We will mail the whole three essays to any address on receipt of

10 cents

HARDWARE AND METAL, Toronto

A Special Session

From July 6 to July 31, for Teachers, Students and others, at the

CENTRAL
Business College

Toronto, Ontario.

Particular attention to Bookkeeping (by Business Practice), Penmanship, Shorthand and Typewriting.

An opportunity to combine pleasure with profit. Don't miss it. A postal will bring you all particulars.

Address

W. H. SHAW, Principal,
Cor. Gerrard and Yonge Sts.

THE STABILITY OF CHIMNEYS.

THE following paper on the "Stability of Tall Chimneys" was read at the Institute of Junior Engineers:

Having drawn attention to the danger of life, destruction of property, and loss of business which often ensues from the fall of a tall shaft, the author enumerated the characteristics exhibited by chimneys that had fallen. Such shafts had usually been observed to "sway" or "rock," which movement, although a source of alarm to some people, had by others been regarded as an essential condition of safety, and showed the admirable elasticity possessed by the structure. Cracks had also been traceable starting on the windward side and descending obliquely to the leeward side of the shaft, which had finally collapsed by the crushing of the material through the concentration of the pressure on one side. No reliance should be placed on the tenacity of the mortar, since the erection might have to withstand a gale while the work was new; pressure should therefore be present over the whole of the bed joint, and in no case be less than zero, so as to become a tensile stress. It was thus necessary to limit the position of the centre of the pressure, so that the maximum stress should not exceed twice the mean, and that no tensile stress be caused.

The determination of the limiting position of the centre of pressure for square and circular shafts, having regard to the thickness of brickwork in each case, was then considered, and it was shown that it was only when the brickwork became infinitely thin that it was permissible to be at one-sixth of the diameter from the leeward side for square shafts, and to be at one-quarter of the diameter from the side for round shafts, these being the values given by Rankine, and copied into many works, without reference to the relative thickness of the brickwork to the outside measurement of the shaft. This was shown to be an important point, causing an error of 58 per cent. in the calculation of the safe wind pressure in a square shaft, the thickness of brickwork being taken at a quarter of the diameter.

Calculations of a shaft that had actually fallen were then made, from which it was seen that a wind pressure of about 16 pounds per square foot would be sufficient to cause tensional stress, and that the weak place was at the second set-off, where the shaft ultimately failed.

The author combatted the idea of rocking being indicative of safety, and showed that separation must take place at the joints; the swaying, with its concomitant pressure and relief, promoted disintegration, and caused the shaft to be still less capable of resisting the recurring wind pressure. The heavier the material of which a shaft was built

the greater would be its stability, the foundations being good, and the less probability would there be of its swaying.

It was frequently stated in treatises on chimney design that the diameter at the base should be one-tenth to one-twelfth the height; but, having regard to the paramount importance of width of base, the width obtained by this rule was insufficient. A shaft was instanced 200 feet high, the outside diameter of which at ground was only 18 feet, giving the chimney an attenuated appearance, neither pleasing nor suggestive of security.

The need of periodical examination of tall chimneys was discussed and emphasized by reference to the recent disastrous fall of a shaft at Burnley. In conclusion, attention was directed to the danger attending the practice of increasing the height of a shaft in order to increase the draught. The velocity of gases up the chimney being proportional to the square root of the height, increased duty was better obtained by larger diameter than by greater height. It was, therefore, advisable to have ample area in designing a chimney.

DEAD STOCK.

The following methods of avoiding the accumulation of dead stock are suggested by a Pennsylvania hardware merchant in the columns of Iron Age.

Goods accumulate and the dealer calls them dead stock, when they only need to be resampled or moved to a more conspicuous place in order to become live stock. After stock-taking the stock book should be compared with last year's, and a list made of the goods that have not sold. A copy should then be given to every salesman, or at least he should be made familiar with it. If there is much dead stock there should be a special counter to display it at tempting prices. The goods should be changed on this counter from time to time. Have a special tag or sticker to attach to all dead stock, so that it will be at once recognized by all in the store, and offer a bonus or a commission on goods so marked to salesmen.

UNSOLD GOODS.

Upon finding you have made a mistake in buying stock, says Michigan Tradesman, do not hold up for the first price and let the goods lie indefinitely on the shelves, but let them go for what they will bring. This is the wisest course to pursue. Everybody makes mistakes, so that no one has a monopoly in this line. But, after the mistake has been made, do your best to rectify it by getting rid of the bad bargain as soon as possible. If goods fail to meet the proper approval, don't let the question of price

BUSINESS CHANCE.

WANTED—JOB LOTS OR ENDS OF HARDWARE, tinware or carriage hardware. Send lists and cash prices. Box 286, London, Ont. (30)

PORTLAND CEMENTS

Best English and Belgian Brands

Calcined Plaster, Granite Wall Plaster, Fire Bricks, Fire Clay, Sewer Pipes, Flue Linings, Flue Covers and General Builders' and Contractors' Supplies.

WE CARRY THE LARGEST RANGE OF BRANDS. WE SELL AT THE LOWEST PRICES. GIVE US AN OPPORTUNITY TO QUOTE YOU.

**W. McNALLY & CO.,
MONTREAL.**

Siamese Twins

are debt and difficulty, difficulty and debt—they are inseparable. We need not discuss their causes here, either. What we want to point out is that no man with a family, or with large business interests at stake, should neglect life insurance. Stick to the policy you have, and when you want more insurance see one of our agents about it, or call in at Head Office. No medical examination is required for our pension.

Bond policy and rates are away down.

**MANUFACTURERS' LIFE
INSURANCE COMPANY**

HEAD OFFICE, Toronto, Can.

hinder in their disposal. Better sell when the rush is on at a low price than carry them in stock. In many stores throughout the country there are goods piled up whose original cost, with interest added, would make quite a nice little sum.

NICKEL STEEL.

AT a recent meeting of the Verein Deutscher Maschinen Ingenieure, an interesting paper was read by Herr Regierungsrath Schrey, on the subject of "Nickel Steel, the Constructional Material of the Future," of which the following brief abstract appeared in an English paper. In Europe nickel steel is principally produced by the simple smelting together of iron and nickel. One of the leading requirements of a practicable alloy is that the nickel employed shall be as pure as possible, the best being that obtained in New Caledonia and in Canada. In spite of numerous experiments in all iron-producing countries, no great success was obtained with alloys of iron and nickel until the second half of the "eighties," when a French concern succeeded in producing, by using a pure form of nickel, nickel steel having a resistance two or three times that of ordinary steel, with excellent tenacity and forging qualities. Nickel steel soon commenced to play an important part in the production of armor plates, and gave a commencement to the competition among armor-plate producers to attain the best results. The firm of Krupp already in 1893 made a large exhibit of nickel steel armor plates at the Chicago Exhibition, where they attracted great attention. Greater success was, however, attained by a French firm in some tests at Gavres early in 1894, only to be again surpassed by Krupp in the same year, and in the summer of last year in some experiments with nickel steel plates at Meppen. Nickel steel is now being largely used for shipbuilding purposes by many of the leading shipbuilders, this material being extensively employed in the construction of the latest North German Lloyd steamers. From an engineering point of view the advantage of nickel steel over ordinary steel is to be found in its peculiarity that in the case of a surface fracture the latter extends but very slowly, and only under the action of a great bending strain. Although the high cost of nickel steel undoubtedly prevents any great extension of its employment, Herr Schrey stated that in addition to armor and ship plates, nickel steel is already being used in connection with marine boiler plates, ships' propellers, wire for torpedo-protecting nets, for submarine cables, dynamo armatures, rifle barrels, and in many small parts of locomotive and railway rolling stock and material. The author considered that nickel steel would play an important part in the construction of material subject to corrosion in sea water, and stated that there was room for still further experiments in this direction.

MEANING OF "LIMITED" COMPANIES.

Often firms advertise themselves, as John Jones & Co., Limited, and we find there is a vagueness in the minds of many regarding the term, remarks an exchange.

Companies are described as "limited" when the liability of their shareholders is limited. At common law every person is liable, upon his contracts, etc., up to the whole amount of his estate, and every partner is liable upon all his contracts, etc., of the partnership. So extensive a liability is apt to prevent persons from engaging in business as partners, and the principle of limited liability has somewhat recently been generally recognized.

In England the limitations were first brought into common and popular use in 1853 by Parliamentary Act. In the case of an "unlimited" company each shareholder is liable to contribute to the debts of the company to the full amount of his property, but in "limited" companies the liability of each shareholder is limited by the number of shares he has taken, so that he cannot be called upon to contribute beyond the amount of his shares. In Great Britain a company formed for profit must, if the liability of its members is limited, have the word "limited" as the last word of its name.

TURPENTINE IN THE ARTS.

Very few people have any correct notion of the number of uses to which the products of turpentine have been put, remarks Science Monthly. Let us mention some of the different ways spirits of turpentine enter into the arts and manufactures. Many who read this article by gas light will remember when they read their newspapers by the smoky light furnished by "camphene." This was before the introduction and use of petroleum. Camphene is prepared by mixing the rectified oil of turpentine with alcohol. Although

kerosene is now so cheap, the rectified spirits of turpentine is still used for illuminating purposes in some backwood sections of the south. Perhaps the most common uses of the spirits of turpentine are those in the arts, where it enters into the preparation of paints and varnishes, and especially in the manufacture of india rubber goods. The paint and varnish industries take about 5,000,000 gallons annually, while the rubber industry requires 3,500,000 gallons a year. But spirits of turpentine has other uses not so well known to most readers. How many would enjoy their salad oils and other vegetable oils if they knew that they were adulterated with turpentine oil? How many invalids know that their medicines contain spirits of turpentine, or that the liniment or ointment which relieves their aches and pains is largely composed of turpentine?

SKILFUL DRILLING.

Mechanical contemporaries continue to criticise the drilling of a hole lengthwise through a cambric needle $1\frac{3}{4}$ inches long, which would just take a very fine human hair, and some of the correspondents do not know whether to believe it or not, says The Engineer. The feat mentioned is a very old item and has been going the rounds of the press for many years. It is said to have occurred on a visit of the Queen to a needle factory, and lacks verification as to the location of the factory or the identity of the alleged driller. We can vouch personally, however, for the execution of a job of drilling 35 years ago in the old Novelty Works, which, considering the period, the tools, and the material, was a far greater feat than the needle drilling. William Wade, a workman in the Novelty Works drilled a hole 2.25 inches in diameter through a cast iron Haskell gun 30 feet long; the hole was drilled from one end only, and when the drill came through it was exactly in the centre hole upon which the gun was swung. This hole was afterward rifled one turn in two feet.

Binder Twine

IT WILL PAY YOU TO HOLD ORDERS FOR OUR TRAVELLER
OR WRITE TO US

DICK, RIDOUT & CO.

TORONTO

THEILE & QUACK'S HOCKEY CLUB



LAMPLOUGH & McNAUGHTON

MONTREAL

Our BANNER BRAND is the only successful low-priced twine. It is better than Sisal in every respect, and we can guarantee it to be satisfactory.

THE
"RELIABLE"

Gasoline Stoves

Are the most famous stoves in the world.
Over 400,000 "Reliables" in use in America alone.

Manufactured by

The Schneider & Trenkamp Co.
CLEVELAND, OHIO.

THE ...

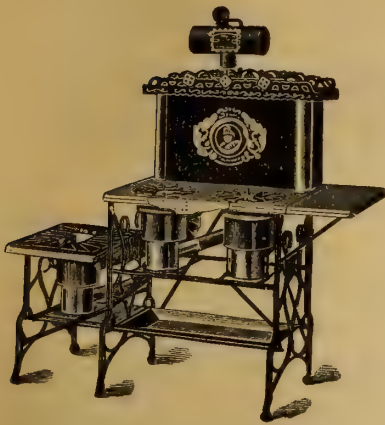
Hamilton Hardware Co., Ltd.

123 and 125 KING ST. E.,

Sole Agents

Hamilton, Ont.

Every dealer should handle this stove for best results.
Write for catalogue and discounts.



FASCINATING ADVERTISING.

WE have had much pleasure from the contemplation of a piece of advertising enterprise from over the Scots border, says Hardwareman. To us the appeal seems irresistible and as safe to draw the custom desired as the magnet is to draw the needle. "Boys!" one of the notices begins, going on to enquire whether they have anything on to-morrow, in which extremely probable case a "good stiff game at marbles" is recommended. Then follows a list which, on referring to our own memories of days gone by and the boundless possibilities that lurked in the humble copper, we know to be absolutely irresistible. "Jarries, 20 a penny;" "commies, 40 a penny;" "Chinese glasses, 12 a penny," and so forth, finishing up with the stirring counsel: "Go in and win, and dream you dwell in 'Marble Halls.'" The appeal is not to be withstood. A smaller notice announces,

beneath a heading of a snatch of dialogue very much to the point, "15 China marbles in a bag for one halfpenny!" It strikes us that the author of these notices has when he chooses only to extend his field and appeal to the adult population to reap the reward of all good advertisers. He has the golden gift of fascinating his hearers.

SECURED INCORPORATION.

The W. R. Gardner Tool Co., Ltd., Brockville, Ont., has been incorporated. The object of the incorporation is to acquire and carry on the business now carried on by the W. R. Gardner Tool Co., of Brockville, Ont., to manufacture, buy, sell and deal in edged tools, saws, hammers and implements of all kinds for working in wood, iron, brass and other metals and materials, and to acquire and hold by lease, purchase or otherwise, water power privileges for the development of the necessary power for the said manu-

facturing business. The capital stock is one hundred thousand dollars, divided into one thousand shares of one hundred dollars.

A MONSTER BOTTLE.

A wine bottle, 130 feet high, or about the height of a seven-storey house, could be seen at the Industrial Exposition, lately held at Bordeaux, France. Of course, this bottle is not blown in one piece; but is composed of green glass plates framed in lead in bull's eye fashion. Iron ribs give to this singular bottle the strength of a solid tower. There are several floors in its interior, the ground floor being fitted up for a restaurant. A spiral stairway leads up into the cork, which looks from the outside like a champagne cork fastened by wire, but which is really a pavillion with ample space for 25 people. Compared with this giant bottle of Bordeaux, the famous barrel of Heidelberg is no more than a dwarf, for four of such barrels could find room in this bottle.

A Griffiths Special

Rides Extra Smoothly because every slightest detail in its construction is so carefully perfected and adjusted that all friction is reduced to the minimum, and as a consequence the wheels glide along lightly, requiring less exertion from the rider. It is a thoroughly honest, reliable bicycle that we recommend, guarantee and sell for \$100. See catalogue for full details.

AGENTS WANTED

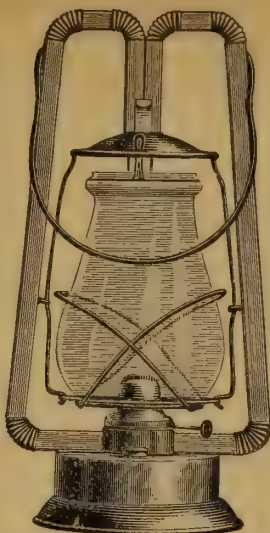
The John Griffiths Cycle Corporation, Ltd. 81 Yonge St. Toronto.

GAS FOR INDUSTRIAL PURPOSES.

IN an English journal, Thomas Fletcher, the well-known gas engineer, makes the following allusion to the use of gas for industrial purposes :

A great change has quite recently come over the coal gas industry, and this has been so strongly marked during the last twelve months that it appears likely in the near future to become a matter requiring serious attention. It will be well known to many gas engineers that I have for at least 20 years past persistently advocated the use of gas as a fuel for commercial and industrial purposes, and although the effect has been, until recently, very small as compared with the possibilities, the practical result in the aggregate is by no means small. The steady slow growth of this department has recently undergone a most startling change, and industries carried on by manufacturers in the good old style run a serious risk of being left behind in the race by those who have adopted coal gas for important work, on a scale previously undreamt of. New developments, in the form of special burners and furnaces, on a comparatively large scale, have given a sudden and unexpected rise to a steady demand for appliances for innumerable purposes, entailing a gas consumption which a few years ago would have been looked on as incredible. Burners and furnaces of all kinds, requiring a gas consumption of from 200 to 1,000 cubic feet per hour for continuous work are now matters of daily demand, and this demand is steadily and rapidly growing. Even now, although the work is new, to a very large extent special, and therefore costly, the doubt and hesitation of the old times are gone, and manufacturers begin to see that coal gas for exact work is a necessity, at any reasonable price. The daylight and summer service is in many districts growing rapidly, outside the acknowledged one for domestic cooking, and the use of gas on a large scale for manufacturing purposes is growing faster even than my own imagination could have conceived. The manufacture of apparatus of this class is by no means simple at present, in its comparative infancy; and, as a matter of profit to the designer and maker, it is small as compared with the wholesale production of thousands of burners, etc., of uniform pattern, but it is sufficient to require a special staff, and its growth bids fair to make it a very important industry in a short time. The best point is that, once begun, none turn back; on the contrary, fresh developments occur, and the business is now of sufficient importance to make it worth special study and attention. The long expected has come to pass, and rows of furnaces heated by coal gas may now be seen where until recently foundry coke was used, and, what is much to the point, these furnaces, after experience and after paying the gas bills, are being added to; larger ones are being built.

A new form of entry will go into effect on July 1 at the Customs Department. Formerly the entry blank made provision only for the place where the goods were exported. Now the form provides that the name of the place where the goods are purchased and whether the goods are imported direct or via the United States must be declared.



THE . . .
ONTARIO LANTERN CO.

Manufacturers of

Hamilton, Ont.

Tubular Lanterns

(Different patterns.)

Lamps

(In great variety.)

Lamp Burners

(Banner Pattern.)

LAMP TRIMMINGS, Etc.**WALTER GROSE, Selling Agent MONTREAL****IMPORTATION**

IT PAYS enterprising dealers, **BECAUSE** they obtain at factory prices a selection of goods that are not in the hands of all their competitors.

WE ARE THE ONLY INTERMEDIATES

between manufacturer and dealer. Our leading specialties are

Fire Arms, Cutlery, Table and Kitchen Ware**Painchaud, Squire & Co.****European Hardware Manufacturers' Agents.****. . . MONTREAL**

N. B.—We also sell goods "DELIVERED MONTREAL DUTY PAID" to save importers high ocean freights, trouble and expense of passing through Customs.



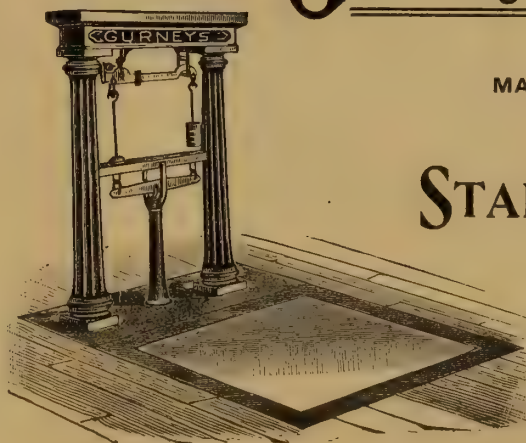
ESTABLISHED 1856

REORGANIZED 1887

The

Gurney Scale Co.

MANUFACTURERS OF

STANDARD SCALES**Hamilton, Ontario**

The Swansea Forging Company, Limited

SWANSEA
Near Toronto

MANUFACTURERS OF

CARRIAGE, MACHINE AND TRACK BOLTS

Spikes Coach Screws Rivets
Wire Nails Washers
Bridge and Roof Rods
Contractors' Supplies
Carriage Hardware

Bicycle and Drop Forgings of all kinds,
etc., etc.

Nova Scotia Steel Co. Limited

NEW GLASGOW, N.S.

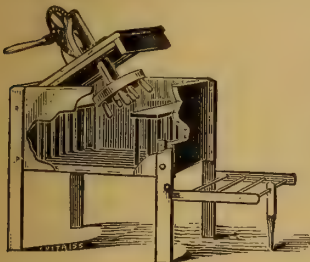
Manufacturers of

Ferrona Pig Iron

And SIEMENS MARTIN

Open Hearth Steel

LEADER WASHER



Write for
prices on

WASHERS
WRINGERS
CHURNS
ETC.

DOWSWELL BROS. & CO.

Hamilton, Ont.

W. L. HALDIMAND & SON
Eastern Agents, Montreal

The "Twin-Comet" Lawn Sprinkler

Will sprinkle
an area
four times
greater than
any other
sprinkler
made.

Price
\$5.00 list



Sole Agents and Manufacturers

GARTH & CO. .. Montreal

ACETYLENE.

THE following is a digest of a paper on acetylene, read before the Canadian Electrical Association in Toronto last week by George Black at Hamilton :

To Thos. L. Willson, a Canadian, belongs the credit of discovering how to make acetylene at the price of about one cent a pound in unlimited quantities, instead of the rare laboratory product obtained in grains, at the rate of about \$10,000 per pound, thus producing not only a new light, but for manufacturing and commercial purposes, opening up a vast range of new combinations of hydro-carbons at a much cheaper rate than ever existed before. The dream of the chemist has been realized and synthetic chemistry took several strides forward. The possibility of cheap carbide for light or chemical combinations places Willson in the front rank of the scientific men of the age.

After describing the process of manufacture of the gas, the estimate of Messrs. Houston, Kennelly, and Kinnicutt of \$32.76 per ton was given as the cost of the calcium carbide. This cost, however, Mr. Black said, he had been able to reduce by \$7, owing to an error in the calculation of the commissioners.

The manufacture of acetylene in Canada has been undertaken, as the following paragraph will show : Mr. Willson commenced to erect a factory at Merriton in April on the old Welland canal, where he has secured 1,500 horse-power at locks 8, 9 and 10, and expects to turn out carbide at the rate of seven and a half tons daily at the lowest possible cost. He has also secured a very large amount of power in the province of Quebec, where he intends to manufacture not only for Canada, but for export to foreign countries.

Some of the properties of the gas are stated to be that there is no danger of freezing it in any habitable place. As an illuminant acetylene surpasses in brilliancy all other illuminants known. When burned at the rate of five cubic feet per hour it gives 240 to 250 c.p., whereas the best oil or water gas rarely exceeds twenty-two candles for each five cubic feet burned per hour. Acetylene thus gives ten to twelve and a half times the light of ordinary gas, or 1,000 feet is equivalent to 10,000 to 12,500 of ordinary gas. Acetylene is a commercially pure gas, containing 98 per cent. acetylene and two per cent. of air, the latter having slight traces of other substances. It is clear and colorless, with specific gravity of 91.

It is claimed to be handy for hotels where the guests blow out the lights ; in such an event the "blowhard" could not get to sleep before he or someone else would be compelled to investigate. The effect on the human system is rather to intoxicate than to stupefy, and, while it is absorbed by the blood, it does not form combinations with it ; it asphyxiates less rapidly than ordinary gas.

In a few weeks, said Mr. Black, the gas will be commercially before the public.

An experiment was conducted, by which the gas was produced, showing it to be soft, white and brilliant, and to burn with a steady flame. A general discussion took place afterwards, in which much useful information was elicited.

RAZORS, SCISSORS

... AND ...

POCKET CUTLERY



MADE BY

H. BOKER & CO.

Are leading for Style, Finish and Good Value.

CAVERHILL, LEARMONT & CO.
MONTREAL

Brushes

Have you seen

OUR PRICES

for this season ? If not, it will pay you to do so, as they

ARE RIGHT

Send for price list and discounts.
All goods guaranteed.

MEAKINS & CO. 313 St. Paul Street . . . MONTREAL
and Meakins & Sons, Hamilton

Abbott & Co.

ROLLING MILLS



Best Charcoal Rolled Iron.

B. B. Axe Horseshoe Iron.

AND FACTORIES

MONTREAL

CHARLES F. CLARK,
President.

EDW. F. RANDOLPH,
Treasurer.

ESTABLISHED 1849.

THE BRADSTREET MERCANTILE AGENCY

THE BRADSTREET COMPANY,

Executive Offices . . . Proprietors.

NOS. 279, 281 & 283 BROADWAY NEW YORK.

Offices in the principal cities of the United States, Canada, the European Continent, Australia, and in London, England.

The Bradstreet Company is the oldest and, financially, the strongest organization of its kind—working in one interest and under one management—with wider ramifications, with more capital invested in the business, and it expends more money every year for the collection and dissemination of information than any similar institution in the world.

TORONTO OFFICE.

36 Front St. East and 27 Wellington St. East.

THOS. C. IRVING, Superintendent.

THE CANADA PLUMBER AND STEAM-FITTER

THE plumbing trade remains in much the same condition as it has been for some weeks past, the work that is being done in the city being on small jobs.

PROPOSED PLUMBERS' PICNIC.

A meeting of the Master Plumbers' Association of Toronto was held on Monday night, with President W. J. Burroughes in the chair. The question of holding an excursion and picnic was discussed. The consensus of opinion favored Hamilton as the objective point, and the secretary was instructed to correspond with the master plumbers' associations at Hamilton and London with a view to making the picnic an union affair. The outing will probably take place some time next month.

Some consideration was also given to the convention of master plumbers of the Dominion, which is to be held in Montreal next month. The association will be represented at this convention by President W. J. Burroughes, A. Fiddes and F. W. Armstrong.

PLUMBING AND STEAM-FITTING CONTRACTS.

The plumbing and steam-fitting on the new steamer *Corona* is being done by the Keith & Fitzsimons Co., Ltd., of Toronto. This firm has also the plumbing work for the new underground lavatory at Toronto and Adelaide streets, Toronto.

The Bennett & Wright Co., Ltd., of Toronto, are putting in the plumbing and steam-heating for the Royal Victoria Hospital, Montreal. The firm also has the contract for supplying the electric plant. The contract, all told, is in the neighborhood of \$30,000.

PLUMBING TRADE CHANGES.

A demand of assignment has been made on Godin & Legault, contractors, Lachine.

Paquin & Galipeau, plumbers, Montreal, have dissolved.

BUILDING PERMITS.

A permit has been granted to Hermit Simmers, of Toronto, for the erection of a building on the east side of Yonge street, north of Bloor, to cost \$3,200.

BUILDING OPERATIONS IN PETROLIA.

Building operations are active at Petrolia. J. & J. Kerr are building a block of two stores for the Pollard estate, to cost about \$7,000. In addition to this they have under construction in various parts of the town fifteen dwelling houses, the cost of which will range from \$650 to \$1,500 each. William Clark, contractor, is building a brick store

for Mrs. Mann, to cost about \$2,000; R. & J. Jackson have the contract for the erection of a block of three stores for Messrs. Noble, Kelly and McGillivray, the cost of which will reach \$11,000. The same firm have also contracts for several dwelling houses. George Sanson is having plans prepared for a new block of stores on the west of the new post office. Geo. Denham is also asking tenders for a new block of stores to cost about \$8,000. The new hotel now in process of construction, is to cost \$25,000; alterations to the Imperial Oil Co.'s works will cost another \$25,000; the Baptist church has decided to erect a new place of worship to cost \$9,000, and the Episcopalians will spend \$3,000 on their church. Besides these there are several smaller contracts under way.

AN INDICATION OF FOUL AIR.

In the Zurich Industrial Exposition, says Gaea (translated by The Literary Digest), an air tester is exhibited which shows whether and in what degree the air in a workshop is contaminated. The apparatus consists of an air-tight closed glass vessel filled with a red fluid. Through a glass tube that dips into the liquid and is bent at the top, a drop falls every 100 seconds on a cord that hangs beneath and that is somewhat stretched by a weight. The fluid from which a drop comes has the property of changing its red color to white by the action of carbonic acid. The more carbonic acid there is in the air, the quicker this change in color takes place. If the air is very foul, the drop becomes white at the upper end of the cord, while the change of color corresponding to a slight proportion of carbonic acid does not take place till the drop has run farther along the cord. The exact condition of the air can be ascertained by observing a scale that is placed alongside the cord and that is divided into convenient parts, bearing the designations, "extremely bad," "passable," "pure." This is surely a very useful device, and should be found in every factory, every workshop, and every place where persons are crowded together.

JOINTS OF WELDED STEEL PIPES.

A paper recently read by Mr. Stewart describes a number of different joints used for connecting the ends of welded steel pipes. The simplest takes the form of a thin flange made by turning the edges of the pipe-end outwards till at right angles to their length, and drawing the projections together with bolts or rivets. This joint is only suitable when the pressure inside is slight. Further strength is gained by putting a flat ring, of

the same size as the flanges, behind each of them and inserting bolts or rivets through the four thicknesses. Better than this is a similar ring of L section. The next improvement is effected when both the limbs of the L are rivetted or bolted, the one to the pipe-end, the other to its fellow, flangewise. Flange rings of L section form a good joint for a steam pipe when screwed on instead of being rivetted or bolted, provided the thread tapers to nothing and the fit is very tight. Such joints have never been known to fail; the pipe itself invariably bursts before this occurs.—Work.

DEMAND FOR GENERAL PURPOSE MEN.

While there is no lack of mechanics in plumbing, tinning and kindred lines to supply the demand of employers at the present time; and in some sections a surplus, writes "Observer," in Metal Worker, there is a strong demand, and by far too few to fill it, for general purpose men. In towns of from 2,000 to 5,000 population it is very hard to make a regular plumber pay his way. These men have been trained in this line only and know nothing of tin work, roofing or such jobbing as comes up in country shops and fills in the spare time, and generally speaking do not wish to learn anything of it; they have been trained as plumbers and prefer to stick right to that line. In all such towns where they have water works (and most of them have) there is a good deal of plumbing to be done, and some of a first-class character that requires the skill of a competent man, and yet to keep such a man busy the year around at this employment alone would hardly be possible. If one man could have it exclusively it might be done, but in all such towns there would be two or three dealers, and if one keeps a plumber the other must, so the thing is spread around.

And another new element has come in during a very few years past which the regular plumber knows nothing of, and a man



Campbell Bros.' celebrated

Chopping Axes

are carefully tempered and will stand knots and frost, and are fully guaranteed. Write for prices.

Works, Smythe Street
St. John, N. B.

MICA PIPE COVERING



Manufactured only by **The Mica Boiler Covering Co., Ltd.**, also all kinds Mica Coverings for Boilers, Steam Pipes, Furnaces, etc. Office and Factory
9 Jordan St., TORONTO, CANADA

SAFETY . . . BARB WIRE

We beg to advise the trade that we have made arrangements with the Safety Barb Wire Co. to supply their specialties:

SAFETY BARB WIRE
SAFETY "PERFECT"
ROSS BRAID

The services of Mr. C. H. Howard have been secured, who will give this department personal attention.

NOTE.—We have a large stock of Glidden, 2 pt., and Lock Barb, 4 pt. Wire and Wire Nails. Orders filled the same day as received.

ONTARIO LEAD AND BARB WIRE CO., LTD.

May 26th, 1896.

55, 57 and 59 Richmond Street East . . . **Toronto**

trained as a tinsmith nothing. This is the steam and hot water heating line. There is being done more and more of this class of work each year all through the country, and in towns of which I am writing there are comparatively few men who are at all competent to work at it. The writer is coming in contact with employers of this class of help every day, and hears the inquiry continually for these general purpose men, and knows that those who can fill the bill in a way at all satisfactory are very hard to find, and where found are highly appreciated by their employer, and not looking for a place. A man to fill this bill and make a success of it should be regularly trained from the start. "It is hard to teach old dogs new tricks," and a man who has spent half his life at a trade cannot take up two new ones with much show of success.

MINERS, NOT GAMBLERS, WANTED.

The report is current that among other mining operators who are turning their attention in this direction are Barney Barnato and Cecil Rhodes, who are said to be by no

means content with the existing political conditions in South Africa. British Columbia would be glad to have some of their millions invested here, but would like to be spared some of the gambling features of their transactions. We are ready for all the legitimate miners who may choose to come along. —Commercial Journal, Victoria, B.C.

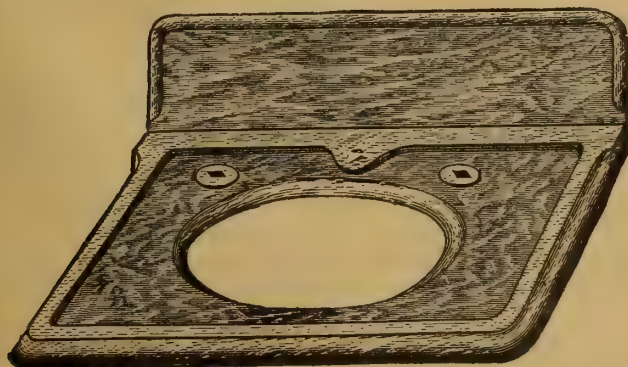
MAKING CHEAP IRON.

A PRESS correspondent, writing from Wellston, Ohio, says: "A few years ago, when Jos. Clutts took hold of Wellston furnace it was of 10-ton capacity, and under the then existing conditions that was all it could produce in 24 hours. It was then using native ores and burned them before dumping them into the furnace. He argued that instead of consuming the carbon in the ores before smelting them that carbon should be left in the raw material to assist in its smelting and began to feed the furnace raw ores. The consequence was the output of iron was just double, and the fuel used in burning the ore on the bank saved. Then he conceived the

idea that with half as much coke and coal he could get the same heat and the cost would be no greater, and he introduced coke to smelt the ores. This gave him a net result of 40 tons a day. But this was not all. He found that the native ores were not so rich in iron as the lake ores, and when the docks at Toledo were completed he began purchasing Lake Superior ores and mixing $\frac{2}{3}$ of that with $\frac{1}{3}$ native, and by a discovery that the facility for the smelting and separating did not depend on the stock emptied into the furnace so much as upon the regulation of the blast, he now produces 80 tons a day from a 10 ton furnace. This has stimulated the industry to the extent of rehabilitating and repairing Milton furnace, which has not run for seven years, and a force of men are now at work putting Old Milton in condition to go into blast. Col. H. A. Marting, of Ironton, is one of the leading spirits in the movement, and with Wellston furnace men, among whom is the redoubtable Clutts, there is no doubt that the venture will be a complete success and the cheap irons of the south will be no longer in it with the Wellston article."

ITALIAN and TENNESSEE Marble Slabs

LAVATORIES



"Macfarlane's" Metallic Enamelled Iron Baths.

Porcelain Enamelled Iron Baths.

"Royal" Porcelain Baths.

"CORBALS BEST BEST" GALVANIZED SHEET IRON.

Guaranteed to double seam with and across the grain.

THE LEADING BRAND

THOMAS ROBERTSON & CO.

— MONTREAL

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

THE creditors of A. C. Mason & Co., bicycle manufacturers, Toronto, met a few days ago in the office of Henry Barber, and appointed three inspectors to wind up the estate. The statement showed liabilities of \$2,000 and assets of \$1,000.

Pierre St. Jean, general merchant, Magog, has assigned.

Trabau & Co., general merchants, Nicolet, Que., are in financial difficulties.

D. M. Poirier, tinsmith, etc., Halifax South, Que., has compromised at 25c. on the dollar cash.

Gorman Bros., general merchants, Renfrew, have assigned to J. C. Tenant, Brockville.

A. G. Tangereau, general merchant, L'Orignal, has offered his creditors 25c. on the dollar.

J. Kanigsburg, general merchant, Eastman, Que., has compromised at 25c. on the dollar, cash.

H. Boulay, general merchant, Sayabec, Que., has settled with his creditors at 100c. on the dollar.

Miss Libbie Patten, general store, etc., Hebron, N.S., has left the country, and the stock has been taken possession of under bill of sale.

J. W. Aikens, general store, Blantyre, has assigned to J. W. Lawrence, of John Macdonald & Co. His liabilities are \$1,500 and assets about \$500.

The creditors of W. Macfarlane, coal and wood, Spadina ave., Toronto, met in Assignee Barber's office, when a statement was presented, showing liabilities of \$11,000 and assets of \$500.

Risdon & Livesey, hardware merchants, of St. Thomas, have assigned to the sheriff. The liabilities are reported to be in the neighborhood of \$10,000, with Toronto houses interested to the extent of \$3,000. London firms are the principal creditors.

PARTNERSHIPS FORMED AND DISSOLVED.

Lapierre & Myatt, general merchant, West Chezzetcook, N.S., are about dissolving.

The Misses Delanges & Chandonet, general merchants, etc., St. Jean des Chaillons, Que., have dissolved.

Andrew Simpson, general merchant, Crystal City, Man., has admitted — Young as partner under the style of Simpson & Young.

CHANGES.

A. Bunyan, general merchant, Salmon Arm, B.C., has been succeeded by Timmins & Neelans.

Joseph Letang is starting a general store at Killaloe, Ont.

The Lake Harold Gold Mines Co., Ltd.,

Port Arthur, has obtained a charter of incorporation.

J. W. Schleiffers has started business in Montreal as a machinist.

J. Hughes has started a carriage maker's shop at Manitou, Man.

The W. R. Gardner Tool Co., Ltd., has obtained a charter of incorporation.

SALES MADE AND PENDING.

The general stock of W. Burton, Portage la Prairie, has been sold at 60c.

FIRES.

Geo. Taylor, boiler maker, St. Thomas, has been burned out; partially insured.

The Thompson Electric Co., Waterford, Ont., has been burned out.

ELECTRIC LIGHT DEVELOPMENT.

At a recent electric light convention the statistician said that while twenty years ago there was not an electric light station in the country, there are at present 2,500 companies and 200 municipal plants, representing an investment of \$300,000,000. Additional are 7,500 isolated plants, valued at two-thirds as much. There are 20,000,000 incandescent and 1,000,000 arc lamps in the United States, and 1,000 electric railways, using 12,000 miles of track, operating 25,000 cars, and representing an investment of \$750,000,000. Some further idea of the enormous expansion of electrical industries may be gained when it is realized that all told, the capital interested totalizes \$1,500,000,000. The proportion of this that has gone to the west is not only large, but that field is susceptible of much greater development than any other, and electrical men are finding this particularly true in the case of the iron and precious metal production, the aggregate invested by mining plants in electrical appliances amounting to over \$100,000,000.—Journal of Commerce, Chicago.

HIS CASH BUSINESS.

"Going to take a vacation this summer, I s pose?" asked a fat customer.

"Bet a dollar I ain't," replied the merchant, putting his finger on the scale, to see that the sugar didn't weigh down too hard; "I'm too busy."

"Thought trade was dull?" the fat man said.

"Well, so it is, generally," the merchant acknowledged, "but I'm crowded with book-keeping now, and that makes extra work for me."

"Why," the fat man commented, in some surprise. "I didn't know there was so much bookkeeping about a business like this."

"Well, ordinarily there wouldn't be," the merchant exclaimed, "but you see, I advertise to run a 'strictly cash business.'"

The fat man wondered how he got time for his meals.—Ex.

Consignments Stored in Bond

And shipped, when sold, to proper addresses. Specially convenient for consignments partly sold in transit.

BLAICKLOCK BROTHERS, MONTREAL

WRIGHT & CO.

MANUFACTURERS AND DEALERS

Portland, Native and Asbestos Cements
Lime, Fire Brick and Clay
Plaster Paris, Drain Pipes, Agricultural
Tile and Contractors' Supplies

Prices low and quality of the best.

WRIGHT & CO. - HULL, QUE.

PATENTS

Promptly secured. Trade-Marks, Copyrights and Labels registered. We report whether patent can be secured or not, free of charge. Our fee not due until patent is allowed. Write for "Inventors Guide" and "What profitable to invent," Free. **MARION & LABERGE**, Engineers & Experts, 185 St. James St. MONTREAL.

**BEATTY, BLACKSTOCK, NESBITT,
CHADWICK & RIDDELL
BARRISTERS, SOLICITORS, NOTARIES, ETC.**

Offices—Bank of Toronto, cor. of Wellington and Church Streets,

TORONTO, ONTARIO.

Solicitors for Bank of Toronto, Board of Trade, Toronto R. G. Dun & Co., (Mercantile Agency,) etc.



Sell now, For use on Grates, Registers, Gas Stoves, etc. Wide-Mouthed Tin; no Pouring Out.

Stove Pipe Varnish

"The little Red tin." See prices in "Market Quotations."

SCIENTIFIC VARNISH MFG. CO.

Telephone 2905.

TORONTO



You were asked

for Harness Oil last week.

Do you remember if it was

**ALLIGATOR
HARNESS OIL?**

If so, send to us. We make it.

THE ALPHA CHEMICAL CO.

Berlin, Ont.

WILLIAM HILL

IMPORTER OF

Paints, Oils, Varnishes,
Brushes, Window Glass,
Glue, Bronzes, Alabastine

Brandram Bros. 327 St. James St.,
Genuine White Lead MONTREAL

"SAMSON" BRAND

PORTLAND CEMENT

Guaranteed equal to the best imported.
Orders respectfully solicited.

Address—Owen Sound Portland Cement Co.

Or—Shallow Lake, Ont.,

John Lucas, 377 Spadina Ave., Toronto

**VanTuyl & Fairbank**

Petrolia, Ont.

Headquarters for . . .

Oil and Artesian Well
Pumps, Casing, Tubing,
Fittings, Drilling
Tools, Cables, etc.



DR. LEAVITT'S
New Champion
Dehorning Clippers

There are more of these Clippers in use than all other kinds combined. Sales have been over 125 per month for the last year. If there is no agent in your town send for our wholesale prices.

S. S. KIMBALL, Can. Patentee,
577 Craig Street, Montreal.



THE
McLEOD & HENRY CO.
MANUFACTURERS OF
"FIRE BRICK"
IN ALL ITS BRANCHES—TROY N.Y.

**WANT
ADVERTISEMENTS**

Are inserted in this paper at the rate of two cents per word each insertion, payable strictly in advance. Advertisers may have their replies addressed in our care free of charge, but must send stamps for re-addressed letters.

Hardware and Metal, Toronto

ISLAND CITY**Floor Paint . .**

. . . . Dries in six hours.

Boat Varnish

Dries hard, does not turn white.

P. D. DODS & CO.

188 and 190 McGill St.

Montreal

THE CITY SMITHY.

"Under a spreading chestnut tree the village smithy stands," but the city smithy may be found in a variety of places, says New York Sun. It may perhaps be in a down-town street devoted to commerce, with the bellows resting upon a framework overhead to save space, with the nozzle running into the forge at the end of a pipe, and the handle to the bellows hanging at the end of a rod or chain. It may be a forge up on the structure of the elevated road, heating rivets in the air; or it may be on the seventeenth storey of some lofty steel frame building under construction, and the coal for this smithy may be dumped alongside of it from a cart that has been hoisted from the street below at the end of a chain depending from a steam derrick.

Perhaps it is by the riverside, making or mending iron for ships, or alongside the cable road in busy Broadway at night, lighted itself by a flaring gasoline torch. It may be in a movable shanty set up where they are getting out rock to make cellar space; here they sharpen drill points, the hammer ringing on the anvil, while the bouncing steam drills close at hand are noisily pounding down through the rock.

There may be over it no spreading chestnut tree, but the city smithy does not lack picturesque surroundings, and the city blacksmith may easily be a mighty man.

CHANGING WINDOW FIXTURES.

It pays to not only change the goods in a window, but the fixtures as well, says Stoves and Hardware Reporter. Without detracting from the very excellent display devices manufactured for the trade by certain houses, such as clips, glass shelving, racks, etc., it can be stated that the dealer can do a good deal of fixture construction himself, although they will be largely of a kind not furnished by the supply houses. Neat cutlery racks can be built, as previously described, consisting of centre pillar with circular shelves around it at intervals of say a foot. The plush or other covering can be changed from time to time as can also the goods displayed. Bicycle lanterns will look as well on it as pocket knives. Don't keep this fixture in the window perpetually. Transfer it to another window or relegate it to the inside of the store once in a while, and put in a flight of steps, straight or circular, or other fixture. A neat table cutlery window was noticed the other day. On the base of the window and against the back was a platform or box, about three feet long by two deep, and about a foot high. It was covered with red plush and on it table cutlery and carving sets were shown. The rest of the bottom of the window was taken up with pocket knives shown on the tops of the boxes in which they came, but they were arranged with exceptional taste.

DO YOU WANT

Wooden Grain Measures, Wooden Vinegar Measures, Grocery Barrel Covers, Hub Blocks? I manufacture these, also The Champion Curry Comb. Send for Price List.

A. ROOT, LYN, ONT.**COVERT MFG. CO.**

WEST TROY, N.Y.

Harness Snaps, Chain, Rope and
Web Goods, etc. For sale by Job-
bers at manufacturers' prices.

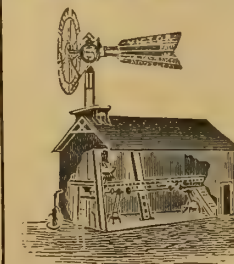


Ontario Nut Works, Paris

BROWN & CO.

Manufacturers of

All sizes of Hot Pressed
Nuts, Square and Hexagon

**WIND..
MILLS**

House and all other kinds
of Pumps, Pump Cylinders
for deep bored wells.

Manufactured by

**THE NATIONAL
PUMP WORKS**

Send for prices. Montreal

Canada Iron Furnace Co., Ltd.

Manufacturers of

CHARCOAL PIC IRON

MONTREAL.

BRAND "C.I.F." THREE RIVERS

PLANTS AT

Radnor Forges, Que. Three Rivers.
Lac a lac Tortue. Grand Piles.

GEO. E. DRUMMOND,

Managing Director and Treasurer

**"JARDINE"****Horseshoe
Sharpening Vises**

Every Blacksmith needs one.

**THEY WORK WELL
THEY LAST WELL
THEY SELL WELL**

A. B. Jardine & Co.,

HESPELER, ONT.

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Pe	M
11 and smaller gauge	0 65	
9 and 10 gauges	0 75	
7 and 8 gauges	0 90	
5 and 6 gauges	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 gauges	1 65	
5 and 6 gauges	1 90	

Anvils.

Per lb.	0 10	0 12½
Anvil and Vice combined, each	4 50	
Wilkinson & Co.'s Anvils, lb.	0 09	0 09½
Wilkinson & Co.'s Vices, lb.	0 09½	0 10

Augers.

Gilmour's, discount 50 per cent.		
Hollow Stearn's, per dozen	13 00	20 00
Adjustable Stearn's, each	5 50	6 50
Post-hole, Vaughan's, each	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		

Awls.

Sewing, per gross	0 65	1 59
Pegging, "	0 65	1 25
Brad, "	0 85	1 60
" handled, per gross	3 60	7 30
Saddler's, per gross	0 45	1 60

Awl Hafts.

Patent Peg, per gross	7 25	8 00
" Sewing, per gross		

Awl and Tool Sets.

Millar's Falls, per doz.	2 80	3 30
--------------------------	------	------

AXES.

Splitting Axes	5 25	5 50
Chopping Axes—		
Black Prince	7 25	7 50
Forest Clipper	7 25	7 50
Lance	8 50	9 00
Mann's	8 00	8 25
Maple Leaf	9 50	10 00
Hand Made	7 50	7 75
Climax	8 00	8 25
Phantom	8 25	8 50

Axles.

Per box	6 00	12 00
---------	------	-------

Axle Grease.

Per gross	7 00	13 00
-----------	------	-------

Bath Tubs.

Zinc discount	3 90	4 00
Copper, discount, 50 per cent. off revised list.		
Steel clad, 20 per cent. discount.		

Bells.

Hand.

Brass, 65 to 66½ per cent.		
Nickel, 50 and 10 to 60 per cent.		

Door.

Gongs, Sargent's	5 50	8 00
Peterboro', discount 50 per cent.		

Cow.

American make, discount 55 per cent.		
Canadian, discount 45 and 50 per cent.		

Farm.

American, each	00	5 00
----------------	----	------

House.

American, per lb.	0 35	0 40
-------------------	------	------

Bellows.

Hand, per doz.	3 35	4 75
Moulders', per doz.	7 50	10 00
Blacksmiths', discount 65 per cent.		

Belting.

Extra, 40 to 40 and 10 per cent.		
No. 1, leather, discount 55 to 55 and 10 p.c.		
Standard, 45 to 45, 10 and 10 per cent.		

Bench Stops.

Per doz	5 00	6 00
---------	------	------

Bits.

Auger.

Gilmour's, discount 65 and 5 per cent.		
Excelsior, discount 60 per cent.		
Rockford Common, 65 to 65 and 5 per cent.		
" Perfection, 50 and 10 per cent.		
Jennings' Gen., net list to 5 p.c. discount.		

Car.

Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 20 per cent.		
Excelsior, 10 per cent.		

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

Blind Rollers.

Annex, per doz	1 25	1 75
Mascott, "	1 35	1 85
Erminie, "	1 12	1 20

Blind and Bed Staples.

sizes, per lb.	0 11	0 15
----------------	------	------

Bolts.

Carriage, dis. 60 p.c. off new list.		
Tirc, dis., 60 per cent.		

Stove, dis., 60 per cent		
Elevator, dis., 35 to 40 per cent.		
Machine, dis., 55 and 5 p.c. off new list.		
Coach Screws, dis. 65 and 5 p.c.		

Boring Machines.

e, with augers, each	5 00	7 50
----------------------	------	------

Braces.

Barber's	6 00	7 75
Barber's Ratchet	10 00	11 00
Farmers'	2 00	2 75
Millar's Falls	15 50	29 00

Brackets.

Shelf.

Japanned Canadian, per doz.		
pairs	0 50	3 40
Berlin Bronze Canadian	0 85	3 20

Broilers.

Light, dis. 65 to 67½ per cent.		
Reversible, dis., 65 to 67½ per cent.		
Vegetable, per doz., dis. 37½ per cent.		
Henis, No. 3, "	6 00	
Henis, No. 9, "	7 00	
Queen City, "	7 50	10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	4 23	
-----------------------------	------	--

Butts.

Brass.

Wrought Brass, dis., 75 and 10 per cent.		
--	--	--

Cast Iron.

Loose Pin, dis. 60 and 10 to 65 and 2½ p.c.		
---	--	--

Wrought Steel.

Fast Joint, dis. 70 and 10 to 70, 10 and 5 p.c.		
Loose Pins, dis. 70 and 10 to 70, 10 and 5 p.c.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen. Bronzed, per pair	0 40	0 65

Can Openers.

Acme, per gross	9 00	10 00
Sardine Scissors, per doz	3 75	4 50

Card.

Horse, per doz	0 60	1 00
----------------	------	------

Carpet Stretchers.

American, per doz	1 00	1 50
Bullards, per doz	6 50	

Carpet Sweepers.

Bissell, per doz	22 50	
World, "	21 75	
Daisy, "	24 00	
Star	18 00	
Crown Jewel, per doz.	29 00	
Grand Rapids, "	30 00	33 00

Cartridges.

(See Ammunition.)

Castors.

Bed, new list, dis. 55 to 57½ per cent.		
Plate, dis. 55 to 57½ per cent.		

Cattle Leaders.

Nos. 31 and 32, per gross	8 50	11 25
---------------------------	------	-------

Cement.

Portland, car-load lots	2 70	
Thorold, "	1 10	
Queensdown, "	1 10	
Napanee, "	1 10	

Chalk.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt	0 60	0 65
Red	0 05	0 06
Crayon, per gross	0 14	0 18

Chisels.

Socket, Framing and Firmer.

American, dis. 75 to 77½ per cent.		
Canadian, dis. 35 to 40 per cent.		
Tanged firmer, per doz	0 85	4 00

Churns.

Daisy or Leader, dis. from factory, 70 and 5 per cent.; from stock, 70 per cent.		
--	--	--

Clamps.

Judd's, dis. 20 per cent.		
Stearn's, per doz	3 00	10 00

Clips.

Axle, dis. 65 per cent.		
-------------------------	--	--

Coffee Mills.

Box	3 60	13 00
Side	3 60	4 00
Enterprise, No. 0	1 35	
" No. 2	2 70	

Compasses, Dividers, Etc.

American, dis. 62½ to 65 per cent.		
------------------------------------	--	--

Cradles, Grain.

Canadian, dis. 25 per cent.		
-----------------------------	--	--

Dies.

Hart Mfg. Co. (pipe dies), (Amer. list), dis. 40 per cent.		
Hart Mfg. Co. (bolt dies), (Amer. list), dis. 25 per cent.		

Door Springs.

Torrey's Rod, per doz.	2 00	
Coil, per doz	0 88	1 60
English, per doz.	2 00	4 00

Draw Knives.

American, dis. 70 and 10 per cent.		
Canadian dis. 25 to 35 per cent.		

Drills.

Hand and Breast.

Millar Falls, per doz.	16 00	51 50
P. S. & W., dis. 40 per cent.		

DRILL BIT.

Morse, dis. 37½ to 40 per cent.		
Standard, dis. 17½ to 50 per cent.		

ELBOWS.

Stovepipe.

doz	90	1 75
-----	----	------

FAWCETS.

Cork Lined, per doz.	0 30	0
Wine, per doz.	1 30	3 25
Star, "	2 80	3 90
Fenn's Corkstops, No. 2, per dozen		1 70
Petroleum, per doz	4 50	6 50

FILES AND RASPS.

Globe File Mfg. Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Toronto File Co.'s dis., files and rasps, 60 and 10 to 70 per cent.		
Black Diamond, 50 and 10 to 60 per cent.		
Kearney & Foote, 60 and 10 per cent.		
Nicholson File Co., 50 and 10 per cent.		
Heller's Horse Rasps, 45 per cent.		
Jowitt's, English list, 25 to 30 per cent.		

FLUTING MACHINES.

Each	0 60	2 00
------	------	------

FORKS.

Hay, manure, etc., dis., 60 to 60 and 10 p.c., revised list.		
--	--	--

FREEZERS.

Ice Cream.

Gem, dis. 57½ to 60 per cent.		
Shepard's Lightning, dis. 50 to 50 and 10 per cent.		

FRUIT PRESSES.

Henis', per doz	3 25	3 50
Enterprise, dis. 10 per cent.		
Shepard's Queen City, dis. 15 per cent.		

FRY PANS.

Acme, dis. 62½ to 65 per cent.		
--------------------------------	--	--

GAUGES.

Marking, Mortise, Etc.

Stanley's, dis. 50 to 55 per cent.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each	1 65	2 40

GLASS.

GLASS.		
Double Diamond.	Per 50 ft.	Per 100 ft
50	2 10	4 45
70	3 10	6 15
10	4 10	8 25
10	4 70	9 50
40	5 30	10 50
80	6 00	12 15
05	6 55	13 70
	7 35	14 80
	8 20	16 40
	9 20	18 00
	10 15	20 10
	11 15	22 30
	12 35	24 50
	13 55	27 10
	15 00	29 30

KNIVES.

Clauss, bread, cake, and paring knives, \$7.00 doz. sets nett. to 10 per cent.
 Hay knives, spear point, L or T handle, 60 to 60 and 10 per cent. 6 50 8 40
 Lightning, per doz. 6 50 8 40
 Heath's, 5 1/2 p.c.

LADLES.

Melting, per doz. 1 70 4 50

LEMON SQUEEZERS.

Porcelain lined, per doz. 2 20 5 60
 Galvanized, " 1 37 3 85
 King, wood, " 2 75 2 90
 " glass, " 4 00 4 50
 All glass, " 1 20 1 30

LINES.

Fish, per gross. 1 05 2 50
 Chalk, " 1 90 7 40

LOCKS.

Canadian, dis. 50 p.c.
 Russell & Erwin, per doz. 2 90 7 50
 Cabinet,
 Eagle, dis. 40 to 42 1/2 p.c.
 Padlock.
 English and Am., per doz. 0 50 6 00
 Scandinavian, " 1 00 2 40
 Eagle, dis. 15 to 17 1/2 p.c.

MALLET.

Tinsmiths', per doz. 1 25 1 50
 Carpenters', hickory, per doz. 1 25 3 75
 Lignum Vitae, per doz. 3 85 5 00
 Caulking, each 1 60 2 00

MATTOCKS.

Canadian, per doz. 8 50 10 00

MEAT CUTTERS.

Enterprise, American, dis. 25 p.c.

MINCING KNIVES.

American, per doz. 0 42 2 35

MOLASSES GATES.

Stebbin's Patent, dis. per cent., 65 to 70.10 to 75 per cent.

NAILS.

Cut Nails (Iron)—

1. Either Canada or American pattern—
 Basis—50 to 60 dy. 2 75
 40 dy. 2 80
 30 dy. 2 85
 20, 16, and 12 dy. 2 95
 10 dy. 3 00
 8 and 9 dy. 3 15
 2. American pattern only—
 From 4 to 5 dy. 3 35
 3 dy (lath). 3 75
 3. Canada pattern only—
 From 4 to 5 dy. 3 25
 3 dy (lath). 3 65
 3 dy, A.P. fine. 4 35
 Car lots 10c. less Rebate of 5 per cent. to retailers.

Cut Nails (Steel). Add 10c. to the prices in list for iron nails. 10-keg lots prepaid to maximum of 25c. per 100 lbs.

Wire Nails, 70 and 5 per cent.; 3 per cent. cash delivered in lots of 10 kegs or more
 Brads and moulding nails, 75 per cent. from new list, and in 1-lb. papers 75 per cent.

NAIL PULLERS.

German and American. 1 85 3 50

NAIL SETS.

Square, round, and octagon, per gross 3 38 4 00
 Diamond 12 00 15 00

NETTING.

Poultry. 65 and 10 to 70 per cent.

OIL.

Canada refined oil (Toronto). 0 16 0 16 1/2
 Carbon safety " 0 18 0 00
 Canada w. w. " 0 18 0 00
 American w. w. " 0 00 0 21
 Pratt's Astral. " 0 00 0 22

OILERS.

McClary's galvan. iron oil can, with pump, per doz. 0 00 19 50
 Zinc and tin, dis. 50, 50 and 10.
 Copper, per doz. 1 25 3 50
 Brass, " 1 50 3 50
 Malleable, dis. 25 per cent.

PAIS.

Galvanized, per doz. 2 25 3 30

PENCILS.

Dixon's, per gross. 1 00 4 25
 Carpenter. 2 25 3 60

PICKS.

Per doz. 6 00 9 00

PICTURE NAILS.

Porcelain head, per gross. 1 65 3 00
 Brass head, " 0 40 1 00

PLANES.

Wood, bench, Canadian dis. 55 per cent., American dis. 55.
 Wood, fancy Canadian or American, 37 1/2 to 40 per cent.
 Bailey's (Stan. R. & L. Co.), 50 per cent.
 Miscellaneous, dis. 25 per cent.
 Bailey's Victor, 25 per cent.

PLANE IRONS.

English, per doz. 2 00 5

PLIERS AND NIPPERS.

Button's Genuine, per doz. pairs, dis. 37 1/2 to 40 p.c.
 Button's Imitation, per doz. 5 00 9 00
 German, per doz. 0 60 2 60

PLUMBS AND LEVELS.

R. & L. Co., dis. 70 and 10 p.c.

POPPERS.

Corn, square, per doz. 1 35 2 00

PRUNING SHEARS.

Per doz. 4 00 5 50

PULLEYS.

Hothouse, per doz. 0 55 1 00
 Axle " 0 22 0 33
 Screw " 0 27 1 00
 Awning. " 0 35 2 50

PUMPS.

Rumsey or Canadian cistern, 60 to 60 and 5 per cent.
 Pitcher spout, 70 to 70 and 5 p.c.
 Canadian cistern, 60 to 62 1/2 p.c. from factory.
 Canadian pitcher spout, 70 to 70 and 5 p.c. from factory.

PUNCHES.

Saddlers', per doz. 1 00 1 85
 Conductors, " 9 00 15 00
 Tinner's solid, per set. 0 00 0 72
 " hollow, per inch. 0 00 1 00

PUTTY.

Bladder, per lb. 0 01 7/8
 Tins, lbs. 2 50 2 75

RAIL.

Barn door, per foot. 0 03 0 03 1/2
 Sliding door, " 0 03 1/2 0 03 1/2
 Lanes, " 0 03 1/2 0 03 1/2

RAKES.

Cast steel and malleable Canadian, list dis 60 to 60 and 10 p.c. revised list.
 Wood, 25 per cent.

RAZORS.

Geo. Butler & Co.'s, per doz. 8 00 18 00
 Boker's, " 7 50 11 00
 Wade & Butcher's, " 3 60 10 00
 Arbenz's, " 9 00 18 00
 Theile & Quack's " 7 00 12 00

RAZOR STROPS.

Currier's, per doz. 1 25 3 60

RIVETS AND BURRS.

4 mos. or 3 per cent. cash 30 days
 Copper rivets, dis. 50 per cent.
 Iron, dis. 55 and 10 per cent.
 Tinned and black rivets, 55 per cent.
 Burrs, iron or steel, 50 and 10 per cent.
 Terms, 4 mos. or 3 per cent. cash 30 days.

RIVET SETS.

Canadian, dis. 30, 35 per cent.

ROPE.

Sisal. Manila
 7-16 in. and larger, per lb. 6 1/4 00 9
 1/4, 5-16, 3/8 in. 7 1/4 00 9 1/2
 Cotton 15 17
 Russia Deep Sea 00 13
 Jute 6 1/4 7 1/2

RULES.

Boxwood, dis. 80 and 5 to 10 p.c.
 Ivory, dis. 37 1/2 to 40 p.c.

SAD IRONS.

Mrs. Potts, per set. 0 65 1 00
 N.P., per set. 0 00 1 90

SAD HEATERS.

Dome, Shepard's, per doz. 4 75 5 00

SAND AND EMERY PAPER.

B. & A. sand, 40 and 5 to 45 per cent.
 Emery, per quire. 0 55 0 90

SASH CORD.

Per lb. 0 22 0 50

SASH LOCKS.

Triumph and Morris, dis. 37 1/2, 40 per cent.
 Kempshell's, dis. 40, 62 1/2 per cent.
 Canadian, dis. 45, 50 per cent.

SASH "LIGHTS.

Sectional, per 100 lbs. 1 40 1 50

SAWS.

Crosscut, McMillan & Haynes, per dozen. 0 40 0 70
 "Empire," McMillan & Haynes, per ft. 0 00 0 70
 Hand, Disston's, dis. 12 1/2 to 15 p.c.
 S. & D., 40 to 40 and 10 per cent.
 Crosscut, Disston's, per ft. 0 35 0 55
 S. & D., dis. 35 p.c. on Nos. 2 and 3.
 Hack, complete, each. 0 75 2 75
 frame only. 0 00 0 75

SAW SETS.

"Lincoln," McMillan & Haynes, per doz. 0 00 7 50
 Whiting. " 6 87 7 00

SCALES.

Gurney Scales, 50 p.c.
 B. S. & M. Scales, 50 p.c.
 Champion, 60 per cent.

SCRAPERS.

Box, per doz. 2 10 4 50
 Foot, " 0 40 3 50

SCREENS.

Window, patent, per doz. 3 50 4 50
 Door, per doz. 8 75 9 00

SCREW DRIVERS.

Sargent's, per doz. 0 65 4 00

SCREWS.

Wood, F. H., iron, and steel, dis. 80 p.c.
 " R. H., " dis. 75 p.c.
 " F. H., brass, dis. 77 1/2 p.c.
 " R. H., " dis. 72 1/2 p.c.
 Diamond point wood screw nails, bright, dis. 77 1/2 and 20 p.c.
 Bench, wood, per doz. 3 25 4 00
 " iron, " 4 25 5 75

SCYTHES.

Discount, 60 p.c. revised list.

SCYTHE SNATHS.

Canadian, dis. 40 to 45 p.c.

SHEARS.

B. & W., jappaned, dis. 75 p.c.
 B. & W., N.P., dis. 65 p.c.
 Seymour's, dis. 60 p.c.
 Etna, dis. 75 to 75 and 10 p.c.
 Heinisch, dis. 60 p.c.
 Bristol, jappaned, 80 p.c.
 N.P., dis. 70 p.c.
 Clauss, full nickel, 60 p.c.
 jappaned handles, 67 1/2 p.c. off.
 Seymour or Heinisch tailor shears, 15 p.c.

SHEAVES.

Sliding door, per set. 0 77 1 40

SHOVELS AND SPADES.

Canadian, dis. 42 1/2 p.c. special brands net price.

SIEVES.

Wood rim, black, per doz. 1 05 1 10
 " tinned, " 1 25 1 35
 Tin rim, per doz. 2 30 2 45
 " black, " 1 80 2 25

SNAPS.

Harness, German, dis. 35 to 37 1/2 p.c.
 Acme " 3 00 5 00
 Lock, Andrews " 4 50 11 50

SOLDERING IRONS.

Per lb. 0 00 0 24

WROUGHT SPIKES.

Discount, 20 per cent.

SPOKE SHAVES.

Wood, English. 1 8 5 00
 Iron, American. 1 35 2 35

SPOONS AND FORKS.

Tea spoons, per gross. 7 50 12 00
 Dessert, " 21 00 00 00
 Table, " 30 00 30 00
 Dessert Forks, " 24 00 00 00
 Medium " 27 00 00 00
 Table " 36 00 00 00

SQUARES.

Iron, per doz. 1 65 2 90
 Steel, dis. 65 to 65 and 10.
 Try and bevel, dis. 50 to 52 1/2 p.c.

STAPLES.

Fence, galvanized. 0 03 1/2
 Wrought iron, dis. 80 and 5 to 80 and 10 p.c.

STOCKS AND DIES.

American, dis. 25 p.c.

STOVE POLISH.

Scientific Stove Pipe gross. 1/4 gross. doz.
 Varnish. 9 00 2 50 90
 Scientific Stove Paste (5 lb pails) 60c. each. 6 00
 Scientific Furniture Polish. 12 00 1 25
 Scientific Carriage Top Dressing, 1/2 pints. 2 00
 Scientific Carriage Top Dressing, pints. 3 50
 Scientific Enamel Paints. 1 50
 Scientific Stove Enamel 7 50 2 00 75

STONE.

Washita, per lb. 0 28 0 50
 Hindostan, " 0 06 0 07
 " slips, per lb. 0 09 0 09
 Labrador. " 0 00 0 13
 " Axe, " 0 00 0 15
 Turkey " 0 00 0 50
 Arkansas " 0 00 1 50
 Water-of-Ayr " 0 00 0 10
 Scythe, per gross. 3 50 5 00
 Grind, per ton. 15 00 18 00

TACKS, BRADS, ETC.

Cheese-box tacks, blue. 66 1/2
 Trunk tacks, black. 60
 " tinned. 60
 B.B.B. iron carpet, blue. 66 1/2
 " tinned. 66 1/2
 B.B.B. iron carpet, bright or blue (in kegs) 30
 B.B.B. iron carpet, tinned (in kegs) 30
 B.B.B. cut tacks (in bulk) 40
 " (in dozens, 1 to 6 oz.) 45
 " (in dozens, 8 to 24 oz.) 30
 " 1/4 weights. 40
 " tinned. 45
 Swedes, cut tacks, genuine, blue and tinned. 52 1/2
 Swedes, upholsterers', genuine. 50

Swedes, upholsterers', American (1 to 6 oz.) 60
 Swedes, upholsterers', American (8 to 24 oz.) 66 1/2
 Swedes, carpet, grip, lace 35
 Zinc, blue and tinned. 40
 Copper tacks and nails. 35
 Leather carpet tacks. 30
 Trunk nails, black and tinned. 65
 Clout nails. 66 1/2
 Cigar box nails. 45
 Lining nails in papers. 10
 " in bulk. 15
 " solid heads, in bulk. 42 1/2
 Saddle nails in papers. 10
 " in bulk. 15
 Tinned capped trunk nails. 15
 Double pointed tacks, discount 90 to 90 and 12 1/2 p.c.

TAPE LINES.

English, ass skin, per doz. 2 75 5 00
 English, Patent Leather. 5 50 9 75
 Chesterman's, each. 0 90 2 85
 " steel, each. 0 80 8 00

THERMOMETERS.

Tin case and dairy, dis. 75 to 75 and 10 p.c.

THIMBLES.

Asbestos, filled, per doz., 35 to 40 p.c.

TIES.

Cow, per doz. 1 25 2 50

TINNERS' TOOLS.

P. S. & W., net list.
 Canadian, 35 to 37 1/2 per cent.

TINWARE.

Stamped, dis., Assn. list, 80 per cent.
 Jappaned, prices on application.
 Pieced, prices on application.

TRANSOM LIFTERS.

Payson's, per doz. 2 60

TRAPS. (Steel.)

Game, Newhouse, dis. 33 1/2 to 35 p.c.
 Game, H. & N. P. S. & W., 62 to 60.10.
 Game, steel, 70 to 70 and 5 p.c.
 Mouse, per doz. 0 35 1 50
 Rat, per doz. 1 40 6 00

TROWELS.

Disston's, discount 10 per cent.
 German, per doz. 4 75 9 00
 Brade's " 5 00 10 50
 D. & S., discount 35 per cent.

TRIERS.

Butter, per doz. 6 25 9 00

TWINES.

Bag, Russian, per lb. 0 21
 Wrapping, cotton, per pack. 0 50 0 60
 Wrapping, mottled, per lb. 0 17 0 18
 Mattress, per lb. 0 33 0 45
 Staging, " 0 27 0 35
 Broom, " 0 30 0 55

VISES.

Hand, per doz. 4 00 6 00
 Bench, parallel, each. 2 00 4 50
 Coach, each. 6 00 7 00
 Peter Wright's, per b. 0 12 0 13
 Pipe, each. 5 50 9 00
 Saw, per doz. 6 50 13 00

WASHER CUTTERS.

Per doz. 4 00 8 50
 Washers "Iron," 40 per cent., 4 months or 3 per cent.

WELL WHEELS.

Amer., per doz., 8, 10 and 12 inch. 3 38 6 00

WIRE.

Brass Wire, 16 to 25 wire gauge, 18 to 24c. per pound.
 Copper Wire, 10 per cent. rev. list discount.
 Annealed, annealed and oiled, galvanized 20 per cent. discount.
 [In lots of 1,000 lbs., annealed oiled, and annealed and galvanized, freight will be prepaid when not exceeding minimum rate of 25c. per 100 lbs.]
 Bright, coppered steel and spring, 20 p.c. f.o.b. Montreal, Toronto or Hamilton.
 Broom Wire, per lb. 0 05 1/2 0 06
 Clothes Line Wire, 19 gauge, per doz. coils. 3 95

WIRE FENCING.

Galvanized, 2 barb, 2 1/2 and 5 inches apart. 3 00
 Galvanized, 4 barb, 4 and 6 inches apart. 3 00
 Galvanized, plain twist, all delv'd. 3 00
 Plain twist. 3 00
 Steel Staples. 0 90 3 00
 Terms, 60 days, or 2 per cent. in 30 days
 Freight prepaid of 1,000 lbs. or over.

WIRE CLOTH.

Ordinary, discount 25 per cent.

Painted Screen, per 100 sq. ft. 1 50

WRENCHES.

Acme, 35 to 37 1/2 per cent.
 Agricultural, 70 and 10 to 75 per cent.
 Standard, dis. 60, 60 and 10 per cent.
 Coe's Genuine, dis. 32 1/2 to 35 per cent.
 Diamond, dis. 33 1/2 to 35 per cent.
 Towers' Engineer, each. 2 00 3 00
 " S., per doz. 5 80 7 00
 G. & K.'s Pipe, per doz. 6 00
 Burrill's Pipe, each. 3 40
 Pocket, per doz. 1 25

ANDREW ALLAN, President.
J. O. GRAVEL, Sec.-Treas.

F. SCHOLES, Man. Director.
J. J. MCGILL, Manager.

CANADIAN RUBBER CO.

OF MONTREAL

Capital - \$2,000,000.00

Manufacture first quality Rubber Boots and Shoes, including

Lumbermen's Overshoes

Lumbermen's Hip Boots

Lumbermen's Knee Boots

Lumbermen's D.F. Rubber Coats

SUPERIOR QUALITY RUBBER BELTING

THE FOLLOWING GRADES

"Extra Star," "Fine Para," "Extra Heavy Star,"
"Forsyth Patent" Seamless, "C. R. Co. Stitched"

ALL KINDS OF RUBBER HOSE

Made with our Patent Process Seamless
Tube, including

Engine Hose, Hydrant Hose, Conducting Hose, Steam Hose,
Suction Hose Galvanized Wire, Suction Hose Galvanized
Smooth Bore, Suction Hose Hard Rubber, Rubber
Valves, Packings, Gaskets, etc., etc.

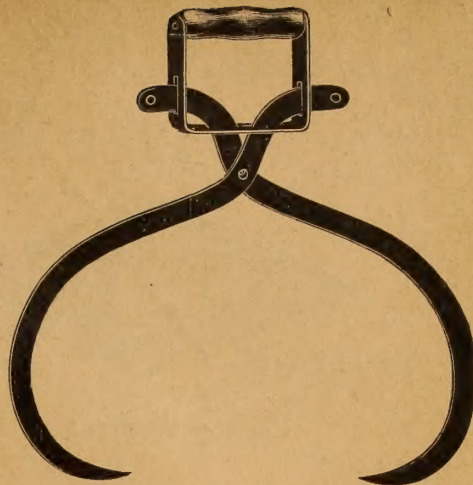
WESTERN BRANCH

COR. FRONT AND YONGE STS., TORONTO

J. H. WALKER, Manager

Grip Ice Tongs

(Patent applied for.)



FEATURES:

Light, Strong, Easy Catch, Sure
Grip, Easy Release.

Manufactured by . . .

COOKE HARDWARE CO.

24 Hunter St.

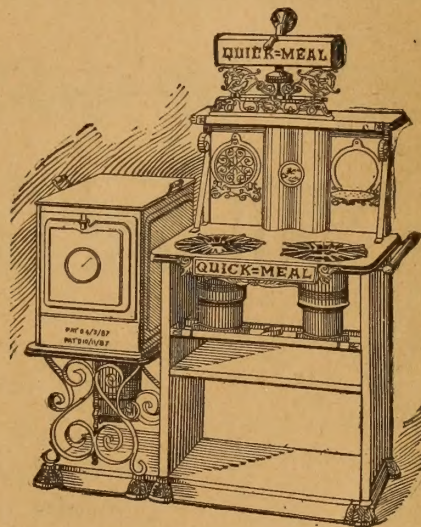
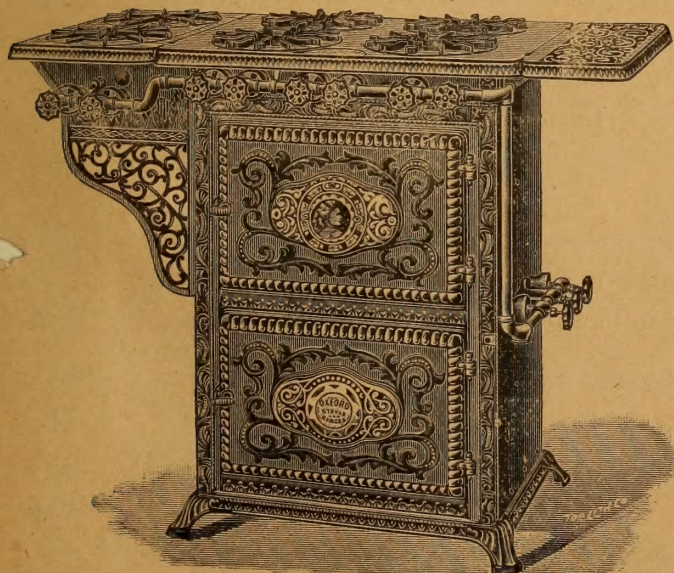
HAMILTON, CANADA

Make Things Hum

by providing yourself with a full
line of

OXFORD GAS RANGES

and **QUICK MEAL** GASOLINE
STOVES



They are the two best sellers you can handle, and
you'll understand why, when you see the mechanical
perfection of the **Valves, Burners** and every
detail in the Gas Ranges, and the ingenious construction which makes these Gasoline Stoves absolutely safe and easy to manage.

**WE ARE SOLE AGENTS IN CANADA
FOR THESE FAMOUS STOVES**

There are a great many different sizes and styles in
each. Read about them in our catalogues. The
prices are right.

THE GURNEY FOUNDRY CO. LTD. TORONTO

THE GURNEY-MASSEY CO. LTD., MONTREAL

BLACK DIAMOND FILE WORKS

Established 1863.



TWELVE MEDALS
OF AWARD AT

International Expositions

Special Prize :

GOLD MEDAL

At Atlanta, Ga., 1895.

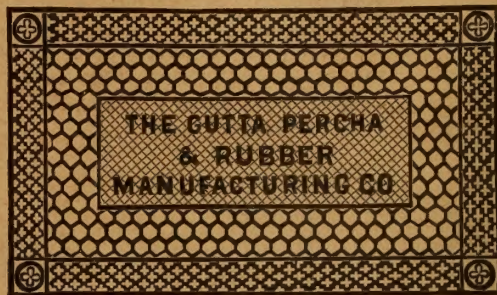
G. & H. Barnett Co.

PHILADELPHIA, Pa., U.S.A.

BELTING, HOSE, PACKINGS



CORRUGATED RUBBER MATTING
MATS, STAIR TREADS, Etc.



61-63 FRONT ST. WEST, TORONTO.

All are Cordially Invited . . .

To visit our Plumbing Show Room, which is now completed. We have spared no expense to make this department the finest of its kind in Canada.

It has been fitted up with the very latest Sanitary Appliances and Model Bath Rooms for the convenience of Architects, Contractors, Plumbers and the General Public. All the different Bath and Closet Combinations are under water pressure, and you can inspect them as they would appear in a private dwelling.

We, of course, confine the sale of these goods to the trade alone. However, we extend to the public a most cordial invitation to visit our new Show Room, and invite a critical examination of our goods.

The James Robertson Co., Ltd. 263-285 King St. West Toronto

